



Owen links JMB with gold swoop

By Anthony Bevins, Political Correspondent

The name of Johnson Matthey Bankers was yesterday linked with a large-scale gold smuggling operation during Commons questions on a Customs and Excise operation in which 27 premises were raided, and JMB files were examined.



The Prince of Wales being presented with a buttonhole yesterday when he and the Princess of Wales visited a job-creation centre in Brixton, south-east London.

Ulster link to Britain at risk says minister

By Philip Webster, Political Reporter

The Government warned leaders of the Ulster Unionists yesterday that they were threatening the union with Britain, and appealed to them to call off Monday's strike in the province against the Anglo-Irish agreement.

Boycott under guard in Trinidad

Former England Test cricketer Geoff Boycott was yesterday under guard at a Port of Spain hotel after he was refused entry into Trinidad.

Mother freezes to death outside neighbour's door

A 29-year-old mother is believed to have frozen to death yesterday just feet from a friend's front door.

Tomorrow

Life as a gamble



Françoise Sagan writes in Games of Chance of her fatal fascination with the gaming tables of Cannes, Deauville and Berkeley Square

On the boards Liza Minnelli, back on stage in London

Portfolio

Two winners shared the Times Portfolio daily competition prize of £2,000 yesterday: Mr R H Bates of East Horsley, Surrey, and Mr C Evans, of Sumbury on Thames, Norfolk

Sofia off the hook

The acquittal of three Bulgarians accused of conspiracy to murder the Pope was demanded yesterday by the prosecution in the Rome trial, on the ground of insufficient evidence

Groce charge

Police Inspector Douglas Lovelock of South London has been accused of unlawful wounding after the shooting of Mrs Cherry Groce during a police raid last year. The incident led to the Brixton riots

Sex tests cut

Two paratroopers, jailed for indecency against a woman soldier, had their terms cut in the Court of Appeal after the judge said the victim was sexually deprived

Table with 3 columns: Home News, Overseas, Arts, Business, Court, Crosswords, Diary, Features, Law Report, Leaders, Letters, Motoring, Night sky, Obituary, Parliament, Sale Room, Science, Sport Reports, Sports, TV & Radio, Weather

Twelve held in Customs raids

By Stewart Tendler, Crime Reporter

Customs officers investigating a multi-million pound VAT gold fraud yesterday searched the records of Johnson Matthey Bankers on gold dealings before launching raids in London and Birmingham leading to 12 arrests.

The VAT fraud was estimated yesterday at £750,000, and officers recovered a total of 2.5 kilos of gold from a London address during raids. Charges are expected today.

As the men held by the investigators were still being questioned last night, both the Bank of England, which now oversees JMB, and senior Customs officers denied that any suspicion of fraud fell on the bank. No JMB staff were arrested and no JMB premises were raided.

Militant end 'in sight'

Labour's onslaught against Militant marked the beginning of the end for the Trotskyist tendency in Liverpool, Mr Neil Kinnock said last night (Richard Evans writes).

He said the evidence uncovered during a three month internal inquiry was "of such a nature and of such seriousness as to have wide implications". Mr Kinnock was asked to comment on the remark by Mr Charles Turnock, who headed the inquiry, that the beginning of the eradication of Militant in Liverpool was underway.

Toll mounts in Cairo fighting

From Robert Fisk, Cairo

Despite repeated assertions by the Egyptian Government that security had been restored to Cairo after two nights of fighting between Egyptian troops and mutinous security police, soldiers and rebel paramilitary forces opened fire on each other again near the Pyramids yesterday.

The fighting was at least isolated and a 24-hour curfew - relaxed for three hours during the day to allow the 12 million people of the city to obtain food - was still in force last night as troops loyal to President Mubarak patrolled the streets in armoured personnel carriers and tanks.

Boycott under guard in Trinidad

Former England Test cricketer Geoff Boycott was yesterday under guard at a Port of Spain hotel after he was refused entry into Trinidad.

Mother freezes to death outside neighbour's door

A 29-year-old mother is believed to have frozen to death yesterday just feet from a friend's front door.

The British Consul on the Caribbean island confirmed that Boycott, covering England's tour of the West Indies for the Mail on Sunday, and Matthew Engel, cricket correspondent for The Guardian, had been refused permission to land by Trinidad authorities because they did not have work permits.

The consul, Mr Wavell Major, said they were being held under guard at the Holiday Inn in the capital until the British High Commission in Port of Spain could be reached.

Mr Major said the men had arrived from Kingston, Jamaica on a British West-Indian Airways flight late on Wednesday night.

They were asked what they were here for. They said they were writers covering the cricket, and were told, "You don't have a work permit, ignorance is no excuse".

Boycott and Engel were taken under escort from Piarco airport, 20 miles outside Port of Spain, to the Holiday Inn, where they are being guarded in adjoining rooms.

Mr Major said Sir Martin Berthoud, the British High Commissioner, was meeting senior officials "to protest and to ensure fair treatment".

He said several journalists were already in Port of Spain and he understood one had been allowed to land without a work permit.

Boycott said last night that he was staying "calm and cool" inside his hotel, waiting for a call from Sir Martin.

"Matthew Engel and myself have been refused entry because we have no work permits. We arrived last night from Kingston, Jamaica, and were told immediately that we had no work permits to work as journalists", Boycott said.

Mr Tony Newton, Minister for Social Security, said yesterday that 360 out of a total of 450 offices had now declared the payments to be available and that "the effect of this new measure... that even more areas are likely to be designated".

Actual help with fuel bills, however, will not be available to many claimants for some weeks as some local offices may want to see a comparison with previous fuel bills.

The official Meteorological Office line is that by Tuesday the blocking weather pattern which has locked Britain into cold easterly winds will be breaking up, and warmer air from the Atlantic will reach Scotland and Northern Ireland on that day (Robin Young writes).

This should bring warmer and more changeable weather to the south by Wednesday.

Lord Hailsham to wed his former secretary

By Robin Young

Lord Hailsham, the Lord Chancellor, is to marry for a third time, it was announced yesterday.

His bride will be Miss Deirdre Shannon, his former legal secretary, who went to work for him in 1948 when he returned to the bar after the Second World War.

Lord Hailsham married his first wife, Natalie, in 1932, but was divorced 11 years later. He has two sons and three daughters by his second marriage.

Pound falls to record low against mark

The pound fell to its lowest ever level against the German mark yesterday, as oil prices dipped. Sterling lost four pence to DM3.29.

The sterling index was down 0.6 points to 74.7, while against a generally weak dollar the pound dipped 60 points to \$1.4832.

Barclays abolishes mortgage premium

By Richard Thomson, Banking Correspondent

Barclays Bank yesterday followed the other leading banks in stepping up competition in the home loan market by abolishing the premium on endowment mortgages.

It now looks inevitable that building societies will follow suit in the next few weeks.

Barclays is cutting its endowment rate from 14 per cent to 13 per cent for about 10,000 existing borrowers. This will mean a reduction in monthly repayments of £1.70 for every £1,000 borrowed.

Jermyn Street quality at affordable prices

You do not have to pay Jermyn Street prices for a superbly finished shirt. By dealing direct we avoid London's expensive West End overheads and pass the benefit on to you. Yet we forfeit none of the quality.

THE FINEST BRITISH FABRICS Only the finest are used to make our shirts. Our cotton shirts are made from pure two-fold cotton poplin, the shirting fabric chosen by the world's most famous shirtmakers. Its rich lustre and silken feel makes it cool and comfortable to wear all year round yet this quality of cotton poplin stands up to years of use. Our country shirts are made from a blend of 20% wool and 80% cotton to combine warmth and comfort.

WIDE RANGE OF STYLES Our free colour brochure illustrates our wide range of patterns and colours in single or double cuffs and attached or detached collars.

CHOICE OF SLEEVE LENGTHS By offering a choice of up to 7 different sleeve lengths we ensure your shirt fits you perfectly. We combine this with generous cut, long tails and superb finishing to bring you a British shirt which will rival the finest made to measure shirt you can buy.

YOUR OWN EMBROIDERED INITIALS Your own embroidered initials in fine silk yarn on your shirt gives it that ultimate distinctive touch. LADIES' SHIRTS AND FINE SILK TIES TOO! Our ladies' shirts are made from the same fine quality cotton poplin and our pure silk ties and bow ties offer you one of the widest ranges of spotted silk ties you can find anywhere.

VALUE FOR MONEY Mens shirts are from £28.50, ladies shirts from £24.00 and ties from £8.00. JAMES MEADE SHIRTS

Tr: James Meade Shirts Ltd, FREEPOST London SW9 8BR Or telephone 01-274 3100 (24 hours) Please send me your FREE full colour brochures and fabric samples.

# Legal guidelines used to convict miners of murder were 'defective'

By Frances Gibb, Legal Affairs Correspondent

Legal guidelines which misled a jury into convicting two Welsh miners of murder were "defective", the House of Lords ruled yesterday.

Giving reasons for their decision last December to uphold the substitution of manslaughter convictions against the two miners, Lord Scarman said that, as they stood, the guidelines were "unsafe and misleading". They should not be used without "further explanation".

The five Law Lords upheld the decision by the Court of Appeal to alter the convictions against Reginald Dean Hancock, aged 22, and Russell Shankland, aged 21, who caused the death of David Wilkie, a taxi driver, as he drove a working miner to the pit during the miners' dispute.

Mr Wilkie was crushed when a concrete post dropped from a bridge hit his cab.

The two men, of Rhymney, Mid Glamorgan, were sentenced at Cardiff Crown Court to life imprisonment for murder but successfully appealed to the Court of Appeal, which substituted eight-year jail terms. The Crown in turn appealed to the House of Lords.

In their defence, Hancock and Shankland said that they had meant to block the road to stop the miner going to work but had never intended to kill or seriously harm anyone.

Giving judgement yesterday, Lord Scarman said that the case had called for a careful direction by the judge to the jury as to the state of mind that had to be proved before they could return a verdict of murder.

The trial judge's direction as to the intention required by law was "impeccable" and when he had come to help the jury on the facts the judge had offered guidance along the lines proposed by the House of Lords in *Moloney*, a case which concerned a soldier who shot the father who loved him in a drunken duel.

The Cardiff jury had been "plainly perplexed" by the legal issues in the case, Lord Scarman said. The *Moloney* guidelines, as they stood, were "unsafe and unsatisfactory".

There was always a danger that general guidelines might be misleading in some cases and he would not advise their use by trial judges when summing up to a jury.

Lord Keith of Kinkor, Lord Roskill, Lord Brightman and Lord Griffiths agreed in dismissing the appeal.

Mr Tom Berin was heading for another clash with Mr Neil Kinnock last night after introducing a Justice for Mineworkers Bill which he promised would become law under the next Labour government (Richard Evans writes).

The Bill, which is being circulated to every Labour constituency party and trade union in Britain, is based specifically on a resolution passed by last year's party conference and has been

drawn up by the hard-left Campaign Group of Labour MPs.

Its provisions include a review of all cases of miners convicted of criminal offences, including two jailed for manslaughter, reinstatement of dismissed miners and reimbursement of sequestered National Union of Mineworkers funds.

Members of the breakaway Union of Democratic Mineworkers were warned yesterday of "violence and intimidation" opposing their attempts to restore democracy to the coalfields.

Mr Neil Greatrex, president of Nottinghamshire UDM, told delegates to the area's first annual conference at Sutton-in-Ashfield, to avoid the "destructive tactics" of the National Union of Mineworkers.

He referred to "scandal-mongering and lies" perpetrated by the NUM and added: "They will attempt to destroy democracy."

Mr Greatrex said the UDM hoped that democracy would be restored to "all mineworkers in Great Britain".

But he added: "I appeal to all of you, don't slacken off. Don't think the battle is won."

Mr Greatrex, who was making the opening address, said that the UDM faced a "most traumatic" two-year period but it was establishing itself as a "national union in every sense".

# BBC fears threat to control

By David Hewson, Arts Correspondent

The BBC Board of Governors yesterday criticized Mr Winston Churchill's attempt to extend the Obscene Publications Act to television on the ground that it could lead to a lowering of controls on sex violence and strong language.

In a debate which the BBC described as widening an indication that there was some division among governors on the subject, the board said the

Bill would result in the imposition of its minimal provision on broadcasters, and not the "more stringent and comprehensive standards" laid down in internal guidelines.

The board reaffirmed its belief that the BBC had a responsibility to maintain the highest standard, and said that this was a cardinal concern of independent academics is to study the level of offensive material on television at the BBC's request, and an internal executive team is to look at the existing guidelines on violence.

The governors said they confirmed their support for creative programmes and their belief that the judgement of programme makers should continue to be informed by internal guidelines which reflect practical experience



HER MAJESTY THE QUEEN: HER MAJESTY THE QUEEN

Sixtieth Birthday 17p Sixtieth Birthday 17p

The Post Office has issued a special set of stamps to mark the Queen's sixtieth birthday on April 21.

Each stamp (shown above) represents three decades in the Queen's life: the first showing Princess Elizabeth aged two in 1928, then at the age of 16, then the young Queen soon after her accession, a 1958 appearance on Buckingham Palace balcony, wearing a headscarf at Badminton Horse Trials and the last, a formal portrait taken by Lord Snowdon in 1982.

The man who chose the pictures, Mr Jeffrey Matthews, a freelance designer, said the idea was to show "a picture album of the Queen through six decades".

The stamps will be available at most Post Offices from April 21.

On her birthday the Queen will attend a service of thanksgiving in St George's Chapel, Windsor.

In the evening she will attend a gala performance at the Royal Opera House, Covent Garden.



# Liverpool Militant jewel a septic thorn in Labour side

By Anthony Bevins, Political Correspondent

In 1981, before Labour's national executive decided on the expulsion of Militant's five leaders, it was claimed that the Trotskyist tendency had supporters in 400 constituency Labour parties.

At the time, Mr Ted Grant, the founding father of the far-left sect, said: "We will reach the other 200 as well. We have about 60 full-time organizers."

When the five leaders were formally expelled four years ago it was estimated that Militant's membership numbered no more than 3,500. The latest estimate is that there are 150 full-time organizers and that Labour's party within a party has more money and a more sophisticated political machine than Mr Neil Kinnock could dream of.

Labour leaders and party officials constantly dismiss the power and influence of Militant. Mr Kinnock this week called it a splinter of a party which boasted 350,000 members. His previous description of the Liverpool tendency as a maggot was more colourful and just as inaccurate.

Militant is a thorn in Labour's side. The wound has spread throughout the party's national network, with particularly strong power bases in Merseyside, South Wales, Scotland and London.

At the last Labour conference in Bournemouth, Militant sellers were present in force, most of them holding their daily quota of newspapers across their chests in order to hide their conference accreditation.

It is an offence under the Labour constitution to belong to a secret organization with its "own programme, principles and policy for distinctive and separate propaganda, possessing branches in the constituencies".

Yet it is well known that Militant has branches throughout the country. During the Bournemouth conference, Militant carried messages of support from as far afield as Glasgow, East Kilbride, Sunderland, Gateshead, Newcastle, Nottingham, Sheffield, Leeds, Coventry, Birmingham, Watford, Harrow, Stevenage, Cambridge, Brighton, Bournemouth, Swindon, Bath, Bristol and The Wrekin.

That's not to mention at least 12 constituencies in Wales, even more in London, and the concentrations of Trotskyist influence around Merseyside and Manchester.

Labour's official response to such suggestions of influence is to point to the low-level expulsions that are taking place quietly within the constituency parties, and to the constituencies that have turned their backs on Militant's parliamentary nominees.

Certainly, constituency parties have refused to select Militant supporters in Gateshead East, East Kilbride, Glasgow Pollok and Glasgow Provan.

But Mr Dave Nellist, MP for Coventry South East, and Mr Terry Fields, MP for Liverpool Broadgreen, both avowed Militant supporters, have been re-elected as candidates for the next election. They have also been endorsed by the national executive.

Expulsions are reported to have taken place in Blackburn, Rhondda, Warley West, Newcastle East, Mansfield, Havant, Newcastle-under-Lyme, Isle of Wight, Sheffield Attercliffe and Telford. Two Cardiff Militant supporters, Mr Chris Pease and Mr Tony Wedlake, are now set for expulsion by the national executive. Former Militant candidates have also been ditched in Brighton Kempston and Isle of Wight.

But Militant held an open and public rally for more than 4,000 of its supporters at the Albert Hall, London, in November, and although Mr Kinnock would dearly love to get rid of the lot of them he is constrained by the practical realities of Labour politics: the left would not allow it.

He is therefore left with the gesture of expelling up to 16 of Liverpool's leading Militants, knowing full well that their wards will still provide them with party cards and that Militant will remain as the jewel in the Trotskyist crown, the thorn in Labour's side.

# Militants out 'or branches will close'

By Peter Davenport

Labour Party branches in Liverpool will be closed if they defy the national executive committee and allow expelled Militant members to attend meetings.

The warning was given yesterday by Mr Ray Gill, Labour's north-west regional organizer, who will oversee the reformation of the party machine in the city. Sixteen party members in Liverpool have been called to answer charges of Militant membership at next month's meeting of the NEC and it is likely that up to 10 of them, including the council's deputy leader, Mr Derek Hatton, will be expelled.

However, six constituencies and 33 wards in Liverpool have already voted against accepting expulsions. They may also select expelled individuals as candidates for local elections.

Yesterday Mr Gill said: "Once expelled, they will be ineligible as candidates. It may mean candidates having to be imposed on branches."

Mr Gill added that if the Labour party in Liverpool insisted on regarding Mr Derek Hatton as its deputy leader, even after expulsion, the NEC would have to rule.

"My advice would be that, once expelled, a person can't participate in Labour Party business. You can't use backdoor methods to get what you want."

However, an indication of the difficulties that lie ahead for Labour in its battle to rid its ranks of Militant came yesterday from Mr Hatton.

He said: "The party in Liverpool has said, and many branches and constituencies have said already, that they won't let constitutional manoeuvres stand in the way of the rights of wards and constituencies to choose their candidates."

The District Labour Party in Liverpool, where Militant exercised much of its influence, is still in suspension and, until a new organization is created, party affairs will be dealt with by a temporary co-ordinating committee of representatives from constituent societies and the party's regional office in Manchester, as recommended in the report of the NEC inquiry.

Mr Gill said that the reorganization would bring Liverpool into line with other big cities but he was aware it may not be a smooth transition.

But Militant held an open and public rally for more than 4,000 of its supporters at the Albert Hall, London, in November, and although Mr Kinnock would dearly love to get rid of the lot of them he is constrained by the practical realities of Labour politics: the left would not allow it.

He is therefore left with the gesture of expelling up to 16 of Liverpool's leading Militants, knowing full well that their wards will still provide them with party cards and that Militant will remain as the jewel in the Trotskyist crown, the thorn in Labour's side.

# Workers in protest at print vandals

By Michael Horsnell

Members of Sogat '82 working for newspaper wholesalers in the provinces are threatening to leave the printing union after picket line vandalism by their London colleagues.

Unless incidents, which are part of the protests against the dismissal of 5,000 striking workers by News International, are stopped members will call for a ballot on whether to remain in the union.

The vandalism has centred on the distribution centre of wholesalers W.H. Smith at Northampton from which copies of the three weekly supplements of *The Times*, produced on local presses, are distributed.

Early yesterday, Sogat pickets from London, backed by members of other trades unions, dashed lorries leaving the centre and cars belonging to local Sogat members with paint from aerosol cans.

W.H. Smith employs 1,800 Sogat men at 90 depots, many of which have been plagued by pickets anxious to stop delivery vehicles.

Production of *The Times* literary, higher education and educational supplements remained unaffected by the picket and by a National Graphical Association threat to black production.

Meanwhile, an attempt by a Sogat branch to secure a relaxation of the sequestration order of its £17 million assets failed in the High Court.

The union's London Clerical and Administrative branch asked Mr Justice Taylor for permission to pay staff wages, an overdue telephone bill and an electricity bill.

Refusing the application, the judge said the matter could be considered at a full hearing next Tuesday.

The sequestration order was granted on February 10 for contempt of court after lawyers for News International said the union had ignored an injunction requiring it to call off a blocking instruction to Sogat members at wholesalers.

The Prime Minister yesterday condemned a decision by the Labour-controlled Derbyshire County Council to ban *The Times* from local libraries because of the dispute over News International's move to new premises at Wapping in east London.

Mrs Margaret Thatcher told MPs at Question Time: "To ban newspapers is small-minded and snacks of censorship."

Tower Hamlets Council in London said no further action was planned against Mr Rupert Murdoch's News International after receiving assurances that the company is taking steps to reduce night-time noise at Wapping.

Mr Ron Todd, general secretary of the Transport and General Workers Union, attacked News International for dismissing print workers.

The Advisory, Conciliation and Arbitration Service said last night that no approach had been received from the print unions for talks with News International.

The traditional newspaper unions and the electricians' union EETPU, which they accuse of taking jobs at Wapping, decided on making a joint approach to the company in an attempt to resolve the dispute.

Mr Neil Kinnock last night backed the lifting of the Labour Party's ban on speaking to News International journalists during the Fulham by-election (Philip Webster writes).

The first breach in the ban imposed after News International's move to Wapping occurred earlier this week when the party's powerful campaign strategy committee agreed that the ban was impractical and damaging to Labour's chances in the by-election campaign.

The proposal will now go before the NEC on March 5. If passed, News International journalists will be able to attend Fulham press conferences and by-election events.

Parliament, page 4

## LHR

# SIN IN STYLE.

(At wicked prices.)

Air Canada fly direct from London Heathrow (LHR) to Singapore (SIN) via Bombay (BOM).

Air Canada will give you a Canadian ranch breakfast. (Almost impossible to resist) and very naughty, if you're watching the weight.) Free drinks (tut tut). Headsets (very antisocial). Blankets and pillows (well what would you expect). In fact Air Canada will thoroughly spoil you.

One thing, however. Air Canada do leave Heathrow at a decent hour, 11:30am. The only morning departure to Singapore.

## BOM

# SIN

## AIR CANADA

For more details contact your travel agent, or ring Air Canada on 01-236 0111. Birmingham 021-641-9807. Glasgow 041-251-3000. Manchester 0161-236-0111. Details

Official Airline Vancouver, May 2 to October 13, 1986.

## Equal retirement age

# Private sector next in line

By Nicholas Timmins, Social Services Correspondent

Officials at the departments of Employment and Health and Social Security (DHSS) were studying yesterday the European Court's ruling on retirement age as employers and the Government tried to work out its long-term implications.

The immediate effect of the ruling seems to be limited. Women working in the public sector have won the right to the same retirement age as men, and vice-versa. But employers and the Equal Opportunities Commission (EOC) believe that the Government will have to look more broadly at the retirement and pension ages.

Miss Helen Marshall won her case under the EEC's Equal Treatment Directive, to which the United Kingdom is bound as a signatory to the Treaty of Rome.

The Government has so far failed to incorporate the directive in UK law but the European Court ruled that the State is nevertheless bound by it as a signatory of the treaty, and thus its employees, that is, those in the public sector, have recourse to it through the courts.

Private sector employees do not have such recourse because the directive is not part of UK law and retirement and pension ages are specifically excluded from the UK equal pay and sex discrimination Acts.

As a result, the Government would have to legislate to force private sector employers to provide equal retirement. Until that happens private sector employees would not have ground for seeking equal retirement age.

The EOC said yesterday: "We believe they will have to respond by changing the law because having one rule for the public sector and one for the private will not work in the long run."

In the short term, the only practical impact of the ruling is likely to be that women in the public sector who want to stay on past the age of 60 will be able to do so where men are also allowed to, and that men in the public sector who want to accept the financial penalties of early retirement could insist on doing so where women have the same right.

However, that raises the issue of pension age, as opposed to retirement age. State pension is paid at the age of 65 for men but at the age of 60 for women, so a man retiring at the age of 60 without an occupational pension could face five years with no income until he was 65.

calls for 'decade of retirement'

The DHSS insisted yesterday that the ruling has no direct bearing on pension age. But the EOC and some employers believe that, in the long run, it will.

The Institute of Directors said: "The Government is going to have to work out what its retirement policy is. Even if the Government does not legislate there will be pressure on private employers for a common retirement age and, whatever age employers choose, it will not in the long run be satisfactory."

"If age 60 is chosen millions of men who do not have occupational pensions would face five years when they were not entitled to the state pension and would fall back on social security."

The difficulty would be that a person retiring at the age of 60, whether a man or a woman, would get only 60 per cent of the state pension. That would be likely to place many on means-tested benefits.

In addition, such a scheme would probably have to be phased in over a decade so that women approaching retirement, who now expect to be able to retire at the age of 60 with a full state pension, would not find themselves disadvantaged.

Civil Servants, both men and women, already retire at the age of 60, although men are more likely to be allowed to work beyond that. Teachers have a minimum retirement age of 60, with local education authorities in general insisting on compulsory retirement for both sexes at the age of 65.

# Errors led to loss of water

A combination of errors led to 140,000 people being left without water when a 100-year-old mains pipe burst, it was disclosed yesterday.

A committee of inquiry set up to look into the biggest emergency of its kind since the Second World War found much of the loss of water supplies over five days could have been avoided.

The crisis, after mains burst in Leeds, West Yorkshire, on December 9, was due to a combination of poor records, missing identification markers on key valves, and human error.

The emergency cost £320,000, but the Yorkshire Water Authority chairman, Mr Gordon Jones, said the event could not have been foreseen.

The authority has approved an 11-point action plan to improve pipeline maintenance.

# 75% OFF RRP

## LAST FEW WEEKS

Starting from under £25 for Persian Rugs

KASHMIR BOKHARA SIZE 12' x 9' £750  
PERSIAN ISPHAN SIZE 5'6" x 3'6" £1100  
PURE SILK TURKISH HERKEYE SIZE 5'6" x 3'6" £1250

### 15000 PIECES TO CLEAR

Great opportunity for Bargain Hunters

MAYFAIR CARPET GALLERY,  
8 OLD BOND STREET, LONDON W1.

Offers welcome

Synod  
imag  
as bra  
Siger to  
y costs  
faction  
A conve  
nite dru  
for ruler  
caused  
the death  
Closes mor

150 من الأصل

# Synod report rejects image of women as brass polishers

By Clifford Longley, Religious Affairs Correspondent

Women in the Church of England are no longer exclusively arrangers of flowers, polishers of brass and makers of tea, according to a church report published yesterday.

Men now do these things too, while women chair meetings, act as churchwardens and read the lessons. A survey conducted for the General Synod in typical parishes found that only 6 per cent of church congregations had more men than women. Men are still over-represented on local church committees, however, in spite of the trend the other way.

church functions. Men still had a monopoly of altar serving in about half the parishes. The survey took into account a report from a group of women in Derby diocese, which said: "Traditionally, tasks to do with, for example, food, cleaning, flowers and children were largely assigned to women."

But there was also a view that "women had no monopoly of being caring. It was clear from the list of jobs that women were encouraged to exercise leadership among children, and maybe among other women, but there was less evidence that this was practised in other areas of church life."

positions open to lay people. It was more likely due to lack of knowledge of women competent to serve.

It recommends that the General Synod should adopt guidelines for the appointment of women to its boards and councils, at least for a period.

On the management of finance, the survey found evidence of male monopoly. In church bureaucracy it was found that qualified women did not often apply for senior positions, although a quarter of the senior jobs at Church House, Westminster, were held by women.



## New Blue Riband challenger

Richard Branson, owner of the Virgin music and airline companies, displaying a model yesterday of the boat with which he hopes to recapture for Britain the Blue Riband Trophy for the fastest transatlantic crossing.

The team of six, which plans to attempt the record crossing in early July, will include Chay Blyth (left), who will be in charge of the crew, Dag Pike (centre) and Steve Ridgway. They were members of the crew of Virgin Atlantic Challenger I which sank last year, 138 nautical miles short of the record.

is being built by Brooke Yachts, of Lowestoft, Suffolk, and will cost £1.5 million. It is capable of an average speed of 45 knots and will have a strong aluminium single hull, in contrast to Challenger I's twin hulls, and revolutionary life-saving system in case of trouble. It will be powered by two turbo-charged diesel engines.

## Singer to pay costs of action

Elton John, the rock singer, agreed yesterday to pay the legal costs of the late Dick James, his adversary in last year's multimillion pound High Court royalties case.

## Colour complaint by juror

The trial of a man accused of the murder of seven-year-old Leonie Darnley was delayed at the Central Criminal Court yesterday after a black woman juror complained about the words "coloured" and "negroid" to describe the dead girl.

## Satanists tell of bugged house

Derry Mainwaring Knight, the self-confessed satanist, told the committed Christians who had given him £200,000: "I don't have horns sticking out my head", a court was told yesterday.

## UN convention to unite drugs fight

The seizure of drug traffickers' assets and easier extradition arrangements are to be included in a draft United Nations convention, to be drawn up by August 15.

## Army sex jail terms reduced

Two paratroopers given terms of imprisonment, with four others for indecency against a woman soldier, who had accused them of gang rape, won big cuts in their sentences in the Court of Appeal yesterday.

## Compensation for teacher's poor love life

A teacher whose sex life was affected by an elbow injury after she fell off a chair while putting children's paintings on a classroom wall, was awarded £26,198 damages at the High Court in London yesterday.

## Jail for raider who caused victim's death

A burglar who specialized in raiding pensioners' homes was jailed for seven years yesterday for causing the death of a victim.

## BL loses monopoly claim on parts

BL has lost its claim to a monopoly, under the copyright laws, on the manufacture of replacement spare parts for its cars.

## Army sex jail terms reduced

The soldiers, the judge said, were fine men and good soldiers who had thrown away their careers for activity, albeit disgusting, that lasted for only minutes.

# GOOD MORNING!

## IT'S A LOVELY DAY IN FEBRUARY 1996, AND THE POSTMAN'S JUST BROUGHT YOU MORE THAN £12,000!

JUST ten years from now, you too could wake up with a high, fat-free lump sum like that. Provided you start saving with MoneyMaker Plus from Sun Alliance now. Save as little as £10 a month. Or as much as £100 a month. Start at any age between 18 and 60.



PEACE OF MIND FEATURES MoneyMaker Plus has a very special feature. And it doesn't cost you an extra penny. If you lose your sight or the use of a limb, through an accident at any time before your 70th birthday - we'll pay all the remaining premiums for you.

FREE PHILIPS PORTABLE RADIO WHEN YOU ENROL FOR MONEYMAKER PLUS The finest sound to follow you around - that's the handy, near-looking Philips portable Radio. Sent to you free when you enrol.

SEND US YOUR APPLICATION NOW!! Look at the table to work out the size of the payout you could receive. Then simply tell us the amount you wish to save (between £10 and £100 a month). By return, we'll send you a FREE Personal Illustration and a specimen policy showing exactly how MoneyMaker Plus can work for you.

COMPLETE THIS COUPON AND SEND IT TO US OFFER CLOSES 7 MARCH 86

Table with columns: Present Age, Guaranteed Sum Assured, Annual Bonus, Capital at 6%, Total Projected Maturity Value, Immediate Life Cover. Rows for monthly investment of £20 and £50.

Application form for Sun Alliance MoneyMaker Plus, including personal details, investment preferences, and contact information.

Leaders clash on future of BL companies

LEYLAND

An accusation that Mr Neil Kinnock... Mrs Thatcher: No, he is talking nonsense...



Kinnock: Why fling it off to foreigners?

Pledge that yard will stay British

VICKERS

There were calls for a statement to be made to both Houses of Parliament after Lord Lucas of Chilworth...

Britain to press EEC on sex discrimination

HOUSE OF LORDS

The Government was unhappy at the effect removal of sex discrimination legislation would have for small businesses...

Law on retirement age may have to be changed

COURT RULING

In the light of yesterday's judgment of the European Court of Justice... The ruling made it clear that any policy an employer had should not discriminate between men and women...



Mr Robert McCrindle (Brentwood and Ongar, C) said many occupational schemes were moving to an early and common retirement state...

Times ban smacks of censorship

THE PRESS

The banning of newspapers was both small-minded and smacked of censorship... Mr Peter Rost (Erewash, C) said The Times had been banned by Derbyshire County Council...

Praise for export order

Mrs Thatcher congratulated British Aerospace on winning an excellent order from Saudi Arabia.

Timetable for all Bills opposed

PROCEDURE

Mr John Biffen, the Leader of the House, said he could not commend the automatic timetabling of Government Bills... He was speaking during a debate on Commons procedure...

Next week

The main items of business next week will be: Monday: Debates on Welsh affairs and EEC social fund... Tuesday: Debate on law relating to the structure for universities and polytechnics...

Thatcher rejects tribunal on JMB

THE CITY

Dr David Owen, Leader of the SDP, called on the Prime Minister during question time in the Commons to set up a tribunal of inquiry into the banking and gold bullion business of Johnson Matthey Bankers...

King warning to unionists on proposed strike

ULSTER

The threat to the union between Northern Ireland and Great Britain came from those who most claimed to espouse it... Mr King said the threatened strike was likely to divert the Royal Ulster Constabulary from their main task...



Mr King: Strike will only damage jobs

Mr King said the threatened strike was likely to divert the Royal Ulster Constabulary from their main task of policing the Province... Later, during Prime Minister's questions, Mrs Thatcher said: I wish to make it clear that should the strike go ahead on Monday...



Advertisement for Virgin Holidays featuring a couple, a 'GAMES CENTRE', and promotional text: 'A couple of this year's best value holiday spots... Spend £10 or more at any Virgin Store and we'll give you a voucher worth £50 off a two week holiday for two.'

50 من الأصيل

Ulster strike  
King warning  
unionists on  
proposed strike

Commentary

Geoffrey Smith

Sir Geoffrey Howe is the best political map reader in the Government. We sometimes forget this because he is not the most inspiring conference orator, nor someone for whom we would always wish to switch channels on television. But he usually sees the terrain ahead more clearly than his colleagues.

This makes his occasional analyses of the political scene especially interesting. The speech which he delivered to the Conservative Association at the London School of Economics on Wednesday could not have come at a better time because this is a period of particular anxiety and confusion among Conservatives. Ought they to be preparing for the end of the Thatcher era? Should they be aiming to change their style but keep their leader? Or should they simply concentrate on not being blown off course by a few unfavourable gusts of wind?

The fundamental question for them is how much of the Thatcherite revolution has become, or could be made, part of the accepted thinking of this country. The trade union legislation certainly has. So has the sale of council houses and, to a lesser extent, the privatization of industry. We are grateful for the decline in inflation when we bother to think about it. But perhaps the most important change has been the least tangible; a much greater sense of economic realism in public discussion.

Britain may still not be an economically efficient country, but at least it is now much easier to make the case for competitive efficiency. All this amounts to no more than limited progress towards Mrs Thatcher's goals. There are, however, a good many Conservatives today who believe that it is time to pause, either to consolidate or to modify the substance of her policies.

Sir Geoffrey is not one of them. His speech was not one of those coded signals of dissent. He wants to press ahead with the strategy which he associates not just with Mrs Thatcher, but also with Mr Heath's government and with the first Bow Group generation, of which he was a leading member.

Thatcher changes raise questions

Yet in drawing attention to the continuity of Mrs Thatcher's ideas within the Conservative Party, Sir Geoffrey was illustrating a critical distinction between the two of them; their capacity to speak differently about doing the same thing.

In her actions, Mrs Thatcher has been performing the traditional Tory function of correcting the balance. The pendulum having swung too far in the direction of the previously fashionable orthodoxy of collectivism, she has been striving valiantly to pull it back a bit more towards the middle. But she speaks as if she is building a new Jerusalem. In order to do something realistic she often seems to find it necessary to sound unrealistic.

Perhaps it has been necessary. There are some things that cannot be accomplished by being still less by appearing reasonable. But perhaps it is also that she is naturally pugnacious. She gives the impression of enjoying a fight, almost as if she sometimes regrets finding herself with someone who agrees with her, because that denies her one of the pleasures of life.

Sir Geoffrey, on the other hand, seems to sense the current public taste for "moderate, more consensual form of Conservatism". He scorns the idea that this preference could be met by the Alliance. "Moderation without conviction", he believes, "is not enough". That is a telling way of pointing to the public uncertainty as to what the Alliance stands for, as distinct from what it is against.

But can the Conservatives make the country feel more comfortable with the present strategy? I do not believe that the Conservative Party wants a sharp change of direction and I am not persuaded that public opinion requires it. But there is a limit to how much zeal this country is prepared to tolerate in its governors. The critical test for the Government now is whether it can make the same broad approach seem not so much daring, as natural.

Inquiry says riots have made Handsworth community worse off

By Craig Seton

Rioters in the Birmingham inner city area of Handsworth last September achieved nothing for themselves or their community, according to an independent inquiry. Their rampage, which included looting and burning shops, had driven away desperately needed jobs and widened the existing gulf of hostility.

The Silverman recommendations

- More police should be employed in the West Midlands area, increasing the force's present establishment of 6,684 officers.
- Policemen should be riot-trained in small groups so that they can be quickly mobilized and able to protect themselves in riots.
- New police training schemes should be started and a new police station built in Thornhill Road, in Handsworth.
- More funds should be used for young single-person flats because of the many homeless youths in the area.
- More say for people in the running of their community and the expansion of community programmes in Handsworth.
- At least five more Afro-Caribbean teachers needed in Handsworth.
- More playgroups wanted for young children, so they can learn English before they go to school.
- More youth clubs and teenagers' leisure facilities.
- More money to finance jobs in the area by pumping cash into the repair of buildings and services.
- The Government should put more money into the inner city partnership scheme in Handsworth and a government grant should be introduced for inner city areas with special unemployment problems.

Mr Julius Silverman, the former Birmingham MP who conducted the inquiry for the city council, said in his report published yesterday: "Everyone is now worse off". Two Asian brothers died in their petrol-bombed post office in Lozells Road, the scene of the worst rioting on the night of September 9, and 79 police officers, eight firemen and 35 others were injured. Dozens of shops were destroyed or looted and damage was estimated at £16 million. Traders and manufacturers, Mr Silverman's report said,

had found that insurance for their properties and bank loans to promote business and jobs were even more difficult to get. He disagreed with the view of Mr Geoffrey Dear, Chief Constable of the West Midlands, that the riots were orchestrated by drug "barons". He said racial discrimination and the feeling of being discriminated against were part of the alienation felt by ethnic communities and were essential elements in the cause of the riots.

The causes of the riots were complex. But mass unemployment was a central theme from which many of the problems flowed.

The important matter for the future was the evidence of social conditions, the mass of hostility, frustration and potential violence.

Referring to the chief constable's view that plastic bullets would have been effective and justified on the night of the riot, Mr Silverman said he could not see at what stage they could have been profitably used.

City of Birmingham Independent Inquiry into the Handsworth Disturbances, September 1985.



It was almost like an Indian summer for Mr Jim Durrant, nursery manager, as he worked yesterday in the heated greenhouse at the McBeans orchid nursery in Cooksbridge, Sussex, preparing orders for Mothering Sunday on March 9. Countries that he exports orchids to include India and Japan, where they grow naturally (Photograph: John Voos).

Pesticide danger increases for young

By Richard Evans Lobby Reporter

More young children are eating dangerous pesticides left around homes, the Commons agriculture select committee was told yesterday.

But in spite of the trend, Britain is yet to follow the example set by some countries which insist on home and garden pesticides being sold in child-resistant packages.

The vulnerability of young children is confirmed by Department of Health and Social Security estimates for hospital discharges after treatment for pesticide poisoning.

They show that between 1970 and 1982, of the 10,990 patients 6,750 were children under four years old.

The Ministry of Agriculture told MPs that a random survey had shown that, of 93 people treated in 20 hospitals, "the vast majority of the casualties were aged five years or under and were reported to have consumed pesticides".

MPs heard that rat-killing products, frequently laid in places easy for children to reach, were a particular "favourite".

"It is reasonable to conclude that acute poisonings from pesticides are at relatively low levels and stable.

IBM leads computer business

By Bill Johnstone Technology Correspondent

Five manufacturers are supplying nearly three quarters of the microcomputers sold to British business, with IBM dominant.

The details are outlined in the annual review of the industry by Romtec, the business analyst. A total of 224,000 business microcomputers were sold in Britain last year, according to the review, representing a growth of 24 per cent on the previous year. However, the competitiveness of the market has meant that some dealers and suppliers have dropped out.

In 1984, there were eight manufacturers supplying 70 per cent of the microcomputers. A year later 74 per cent were supplied by five.

The growth in the United Kingdom last year brought the total value of sales to £630 million but, according to the study, business was reluctant to purchase computers in April, principally because of the boom in purchases before the end of the financial year in March.

But fierce price cutting by IBM ensured that the company's market share nearly doubled, while Olivetti became the leading supplier of IBM-compatible microcomputers.

	1984	1985
IBM	25	41
Apricot	15	15
Apple	9	7
Epson	6	(a)
Commodore	4	(a)
Compaq	4	4
Olivetti	4	7
Sanyo	3	(a)
Others	30	26

(a): no figure given.

Company wins libel damages

House of Sethia, the holding company of the Sethia commodity, insurance and shipping group, accepted "substantial" libel damages at the High Court in London yesterday over an allegation in the *Financial Weekly* that it was involved in the collapse of Johnson Matthey Bankers.

Mr Patrick Moloney, for Sethia, said the magazine's editor, Mr Tom Lloyd, its City Editor, Mr Mihir Bose, and its publisher, British Printing and Communications Corporation, had accepted that the report was untrue.

Subpoena bar

Alex Herbage, aged 55, an international financier, wanted in America on \$46 million fraud charges, was refused permission yesterday by the High Court to subpoena nine witnesses when he seeks a writ of habeas corpus next week. He is in Pentonville Prison, London, awaiting extradition.

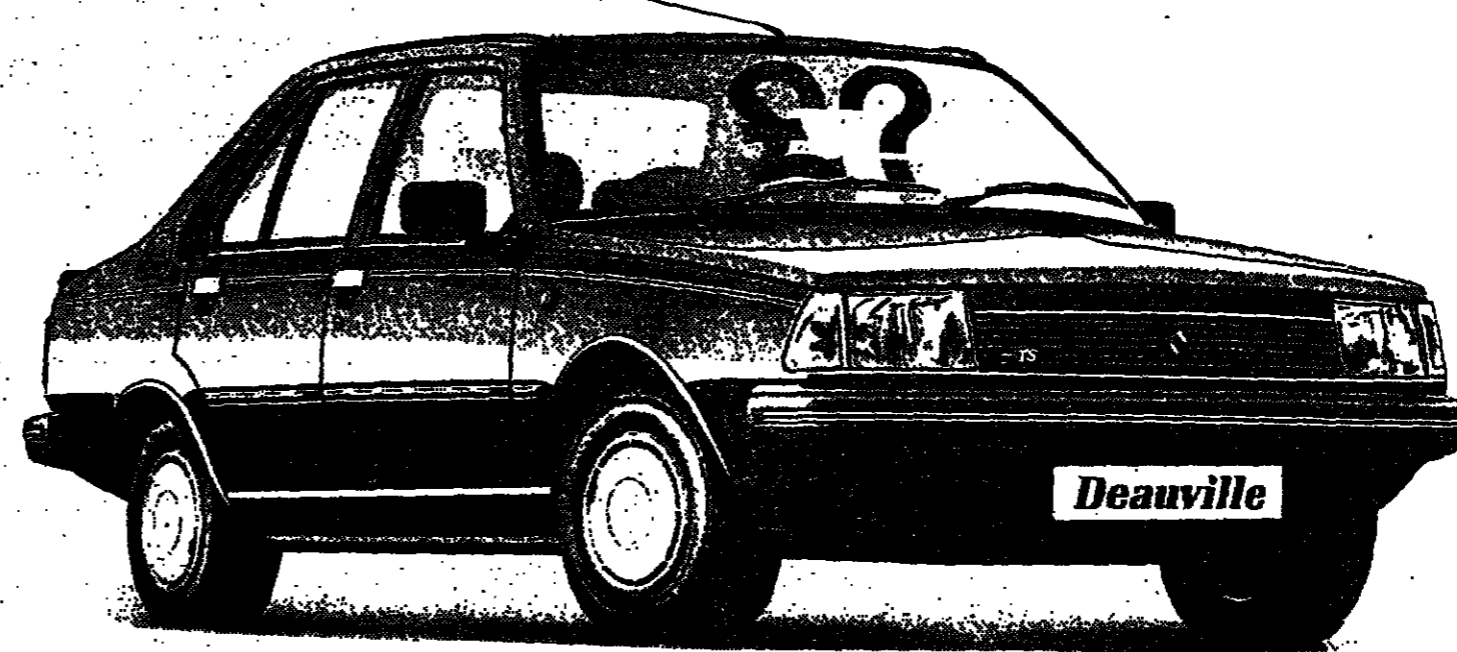
Constable find

An elderly Northumberland widow has been told that an oil painting, left to her by an uncle, is a Constable landscape, "Farm Labourers Flaying", which could be worth £60,000 at sale next month.

Mitchell's will

Leslie Mitchell, the first announcer on BBC Television, left estate valued at £31,145 net. The actor and voice of the Movietone newsreels died last November, aged 80.

THE PRICE DEPENDS ON YOUR OWN BARGAINING POWERS.



THE RENAULT 18 DEAUVILLE.

Above you can see the new special edition Renault 18 Deauville. Its price is negotiable. That's a matter between you and your local Renault dealer. First he'll show you the velour interior and stereo radio cassette. Then charm you with aerodynamic wheel stylers, chrome wheel arch guards

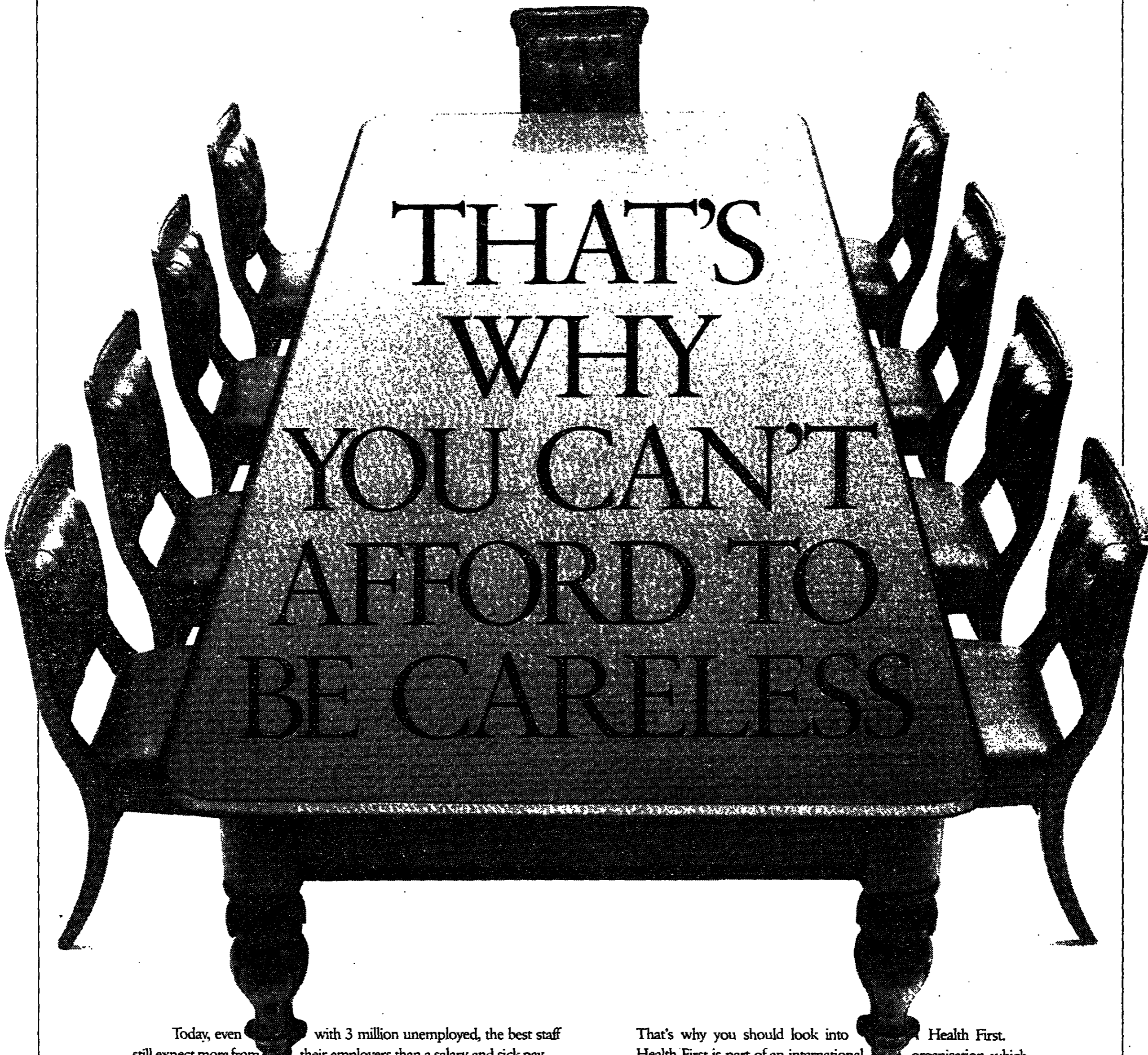
and the stylish rear spoiler. Finally, you can work out the best possible deal. (He'll start at around £6,500.\*) If you feel like pushing your luck then go right ahead. Because either way you can be sure of one thing. You'll end up driving a pretty good bargain.



\*Price correct at time of going to press) includes 15% VAT, Car Tax and front seat belts. Number plates and delivery extra. For a brochure write to Renault UK Ltd., P.O. Box 36, Southall, Middx. West End Showroom, 77 St. Martin's Lane, London WC2. Ask your dealer about Renault Care mechanical breakdown cover. RENAULT recommend elf lubricants.

this value

# OF COURSE YOU CARE...



## THAT'S WHY YOU CAN'T AFFORD TO BE CARELESS

Today, even with 3 million unemployed, the best staff still expect more from their employers than a salary and sick pay.

Today's employers are expected to provide private medical cover along with company cars and subsidised lunches. It's as though the concept of the caring society is moving more and more towards the Board Room. And that's probably not a bad thing.

But it's one thing to decide upon medical cover for your staff and another to know where to look for it.

If you sign on the dotted line for the first company you think of, you may be getting poor value for money and, thus, be selling your employees short. And it won't take long for them to compare notes with their friends in other companies and draw their own conclusions.

That's why you should look into Health First. Health First is part of an international organisation which provides private medical cover for more people than any other company in the world.

Health First doesn't replace the NHS, it works alongside it taking away all the waiting and worrying. It makes sure that your people get the best possible treatment at the earliest opportunity - so that they get better quickly and in comfort.

But the big plus is that with Health First you won't overspend: there are so many different kinds of cover that you can tailor exactly what you want to spend to your company's needs.

For further information, ring 0202 292434.

**HEALTH FIRST**  
From Mutual of Omaha International Ltd.

TO SHOW YOU CARE

Pope p  
asks  
of thr

held a

at p...  
sense  
advis

the Poli  
US p

مكتبة من الأنا

# Pope plot prosecution asks for acquittal of three Bulgarians

The public prosecutor in the trial in Rome of eight men accused of conspiracy to murder the Pope called for the acquittal of all three Bulgarian defendants yesterday because of insufficient evidence.

From Peter Nichols, Rome the Browning pistol with which he shot the Pope. The second life sentence requested was for Musa Cerdati Celebi, head of an organization for Turkish immigrants in West Germany.

their acquittal because the case against them was incomplete, not because he thought they were innocent. The defence will now put its case, which might take another two weeks. The judges will then consider their verdicts.



An Iranian mullah wears a gas mask near the captured Iraqi town of Fao while it comes under assault from the Iraqis.

# Another Israeli killed in Lebanon

Jerusalem — A 19-year-old Israeli corporal was killed in an ambush in South Lebanon on Wednesday evening and four of his patrol were wounded. The incident occurred at Jebel el Bolm, about seven miles south east of Tyre, on the edge of what Israel calls its security zone (Ian Murray writes).

According to a military spokesman the patrol was a regular one and had nothing to do with the search for two Israeli soldiers kidnapped in South Lebanon 10 days ago in another ambush less than 10 miles away from the latest incident. But he acknowledged that the search had raised the level of tension.

The funeral of the dead soldier was held yesterday afternoon. Earlier in the day another military funeral was held for a corporal killed in the Sinai in 1968 and whose body has just been returned to Israel by Egypt as proof of its intention to continue negotiations for improving relations. ANKARA: Mr Yassir Arafat, the Palestine Liberation Organization chairman, said here yesterday that his year-long accord with Jordan was intact and that the PLO would settle for a peace safeguarding the right to self-determination of the Palestinian people (Rasit Gurdilek writes).

# Five held as gold mine strike ends

The strike at Vaal Reef, South Africa's and the world's second biggest gold mine, ended yesterday. The Anglo American Corporation, which owns the mine, estimated that the two-day stoppage had cost 6 million rand (£2 million) in lost production.

From Michael Hornsby, Johannesburg miners in connection with the killing at Vaal Reef on February 18 of four senior black employees. Four of the nine have been released, and the other five, charged with public violence, were refused bail yesterday by a magistrate at Sillfontein, near Klerksdorp. The prosecutor said it was likely the men

would later be charged with murder. Treason charges: The Attorney-General of the Witwatersrand Division has announced here that a Dutch national, Mr Klaas De Jonge, and his former wife, Mrs Helene Passtoors, a Belgian, are to be prosecuted for treason and terrorism.

# Pensioner flies to face Treblinka trial

From Ian Murray Jerusalem

A special flight from New York is due to land at Ben-Gurion airport this afternoon carrying a pensioner accused of the mass murder of thousands of Jews at the Treblinka death camp in Poland during 1942 and 1943. He is Mr John Demjanjuk, aged 66, a Ukrainian-born American resident since 1952, who is being extradited at Israel's request to stand trial for offences committed by a "gas chamber mechanic" at the camp whose horrifying behaviour earned the nickname Ivan the Terrible. Mr Demjanjuk has been

fighting the extradition since 1979, and denies categorically that he is Ivan the Terrible. The Soviet Union has also been seeking his extradition for war crimes, but the US courts decided to send him to Israel, which first applied to have him. He is to fly handcuffed to a US marshal and the aircraft will be parked well away from the terminal building. Police will go on board, the American handcuffs will be taken off and Israeli ones locked on. Waiting on the tarmac will be a specially hired Brink's-Mat armoured van, which will speed him five miles down the road to a top-security cell in Tower 10 of the Ayalon Prison

in Ramle. It was here that Adolf Eichmann was held during his trial 25 years ago, since then modern technology has made the prison even more secure. Three closed-circuit television cameras have been installed in the cell to monitor everything the accused man does and to try to ensure that he does not attempt to commit suicide. He will have to make a first appearance before a court within 48 hours so that legal authority to hold him can be granted. The trial is expected to take up to three months, but his American lawyers are seeking a delay of up to six weeks beforehand.

According to Dr Yitzhak Arad, director of the Yad Vashem Holocaust Memorial in Jerusalem, there are no more than about 10 survivors of Treblinka in Israel who might be able to give evidence. Yad Vashem itself, however, has accumulated considerable documentary evidence about atrocities committed by Ivan the Terrible. NEW YORK: Meanwhile, members of Mr Demjanjuk's family including his wife, Vera, flew here to see him. His daughter Lydia said he still had confidence in the United States that the truth was going to come out and was in good spirits (AP reports).

# Kohl puts his case on Jews

From Frank Johnson Bonn Chancellor Helmut Kohl of West Germany, took an opportunity yesterday to put into proportion - as he saw it - any anti-semitism which may still exist in contemporary Germany.

Frau Hildegard Hamm-Brucher, aged 64, a backbench member of the Free Democrats, the liberal party which is part of Herr Kohl's centre-right coalition, had taken the unusual step - supported by Social Democrats and Greens - of sponsoring a Bundestag debate on "anti-semitic tendencies" in the Federal Republic.

Herr Hermann Fellner, aged 35, an MP from the Bavarian Christian Social Union (CSU), the right-wing part of the coalition, apologized in Parliament last month for telling a newspaper that Jewish demands to the Flick company to compensate surviving wartime slave labourers gave the impression that Jews acted quickly "when money tinkles in Germans' tills". Shortly afterwards, Graf Wilderich von Spee - a descendant of the imperial vice-admiral after whom the Second World War pocket battleship was named - had to resign as mayor of Korschbroich, a commuter town near Dusseldorf. He had said in a council finance debate that "a few rich Jews should be killed" to balance the town budget.

Yesterday Chancellor Kohl reproached those who had "forgotten or not understood the lessons of history". All German democrats since Adenauer had agreed about those lessons, he added. "One must however keep matters in proportion. It is going absolutely too far to speak of a burgeoning of anti-semitism." Herr Kohl said he wanted to defend himself personally against the charge of self-righteousness. He described as "torn from context" the quotation, often attributed to him, that in being very young during the Hitler period, he had had "the mercy of a late birth".

The Greens, including some of their speakers in the thinly-attended debate, have said that such remarks were an attempt by Germans to minimize the horrors. Herr Kohl, aged 55, said that what he had meant was that his generation had no guilt for the mass murders, but should have a sense of responsibility to history.

# Basques say no to violence

Madrid - Only 2 per cent of Basques now admit supporting the use of violence by Eia, the armed separatist organization, according to an opinion poll conducted by the Basque region government (Richard Wigg writes). In a similar poll five years ago 8 per cent of Basques admitted backing such violence. Meanwhile, Spain's constitutional court has thrown out on a technicality Supreme Court jail sentences imposed on a group of Basque MPs in 1983 for insulting King Juan Carlos in February 1981.

# Sahara deaths

Algiers (AFP) - The Polisario Liberation Front has killed 56 Moroccan soldiers and wounded 30 in two attacks to mark ten years of the self-proclaimed Sahrawi Arab Democratic Republic, it says.

# Love decree

Peking (AFP) - A Shanghai student has been sentenced to death for the attempted stabbing to death of a girl who spurned his love, according to a local newspaper.

# Guilty plea

Monrovia (AFP) - Former Major Antony Marquie, one of those accused of plotting the abortive coup on November 12 against President Doe of Liberia, pleaded guilty to treason.

# Hidden heroin

Copenhagen (AFP) - Danish doctors are considering operating on a British heroin smuggler who swallowed contraceptive sheaths containing the drug, police said. He is suffering severe constipation.

# Party charges

Dar es-Salaam (AFP) - Thirteen branch secretaries of Tanzania's ruling Chama Cha Mapinduzi party in northern Kilimanjaro have been dismissed on charges of corruption and embezzling party funds.

# Boat tragedy

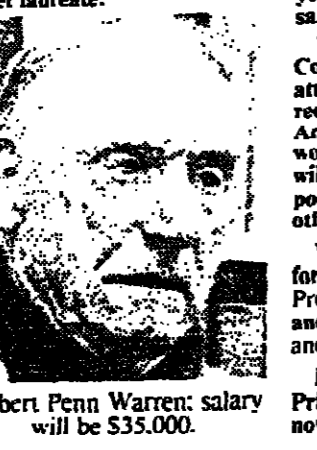
Jakarta (AP) - Rescuers found 17 bodies and 38 people were missing after a boat carrying about 110 passengers capsized off the remote Indonesian island of Flores.

# Correction

The Holiday Inn company has no connection with hotels burnt during the Cairo mutiny.

# Triple Pulitzer winner to be US poet laureate

Washington (AFP) - Robert Penn Warren, winner three times of the Pulitzer Prize for poetry and fiction, has been named the United States' first poet laureate.

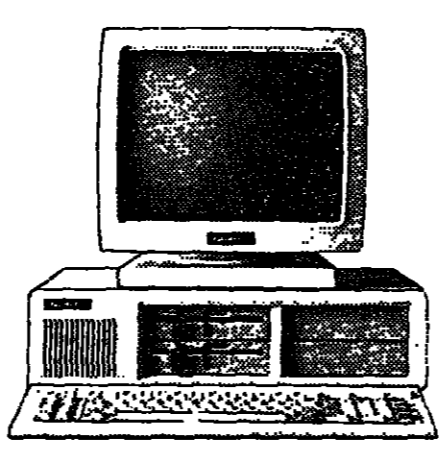


Robert Penn Warren: salary will be \$35,000.

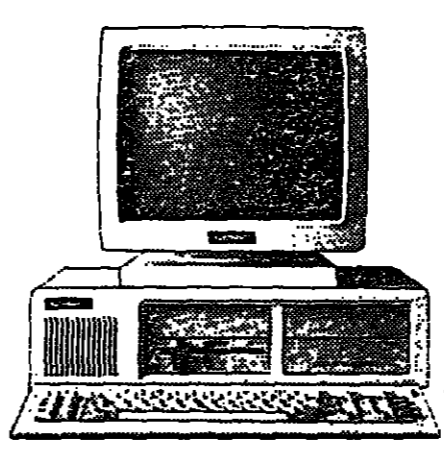
Warren, aged 80, will assume the ceremonial office on October 1 for a one-year term, the Librarian of Congress, Mr Daniel Boorstin, announced yesterday. He will receive a salary of \$35,000 (£23,300). The post was established by Congress last year in an attempt to enhance the public recognition and prestige of American poets and their work. The new poet laureate will be available to write poetry for ceremonial and other occasions of celebration. Warren won a Pulitzer Prize for poetry in 1957, for his work Promises, Poems 1954-1956, and another in 1979 for Now and Then: Poems 1976-1978. He received the Pulitzer Prize for fiction in 1946 for his novel All the King's Men.

# In computers the biggest thing about big names is usually the price. Tandon is the exception.

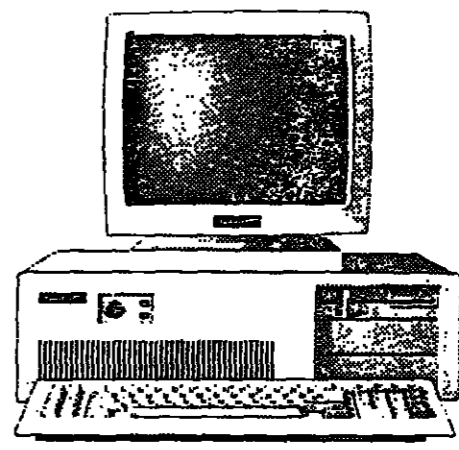
Tandon suggest you decide simply on performance. And price.



**THE TANDON PC.** Intel 8088 processor, two floppy disk drives each with 360 KByte, 256 KByte main storage memory, expandable to 640 KByte, high resolution 14" monitor. **THE PC COSTS £1,295 + VAT.**



**PCX, THE TANDON XT.** Intel 8088 processor, floppy disk drive with 360 KByte, 256 KByte main storage memory, expandable to 640 KByte, 10 MByte fixed disk drive, high resolution 14" monitor. **THE PCX COSTS £1,595 + VAT.**



**PCA, THE TANDON AT.** Intel 80286 processor, floppy disk drive with 1.2 MByte, 20 MByte fixed disk drive, main storage memory with 512 KByte, expandable to 16 MByte, high resolution 14" monitor. **THE PCA COSTS £2,795 + VAT.**

In case you didn't know, Tandon is the world's largest manufacturer of disk drives. We got there, by simply doing everything in our power to make these highly sensitive and costly parts not only better but less expensively. **Tandon** Now we're doing the same for whole microcomputers. **Computer (UK) Ltd.**

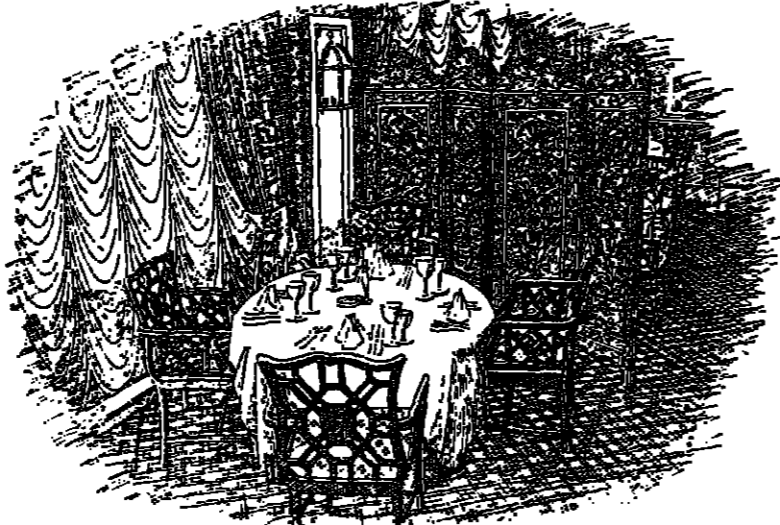
Please send me details of Tandon microcomputers. Name: \_\_\_\_\_ Company/Address: \_\_\_\_\_ Tel: \_\_\_\_\_ DEPT. 4 Tandon Computer (UK) Ltd., Unit 19, Hunt End, Dunlop Road, Redditch, Worcestershire, B97 5XR Telephone: 0527/46800, Fax: 0527/43205.



# It's taken a lifetime to create The Mountbatten Hotel.

A hotel that was to capture the style and magnitude of Lord Mountbatten's life couldn't be built in a day.

the most pukka Gin Sling this side of Singapore.



As the sun goes down, a civilised stroll across the hallway into the Burma Room restaurant is in order. Unfairly perhaps, our menu of fine haute cuisine obliges you to choose between lobster en papillote merveille, sauté breast of guinea fowl with poppy, or salmon poached in champagne with truffles. But there is always tomorrow night...

And thus we stand, in the heart of London's theatreland, as a tribute to 80 years of greatness.

And, once ensconced in one of our 120 bedrooms or 7 individually designed suites, you only need lift a finger to dial your every need.

As you step over the threshold on to Mountbatten's personal household cipher you'll also be stepping back into a more elegant world.



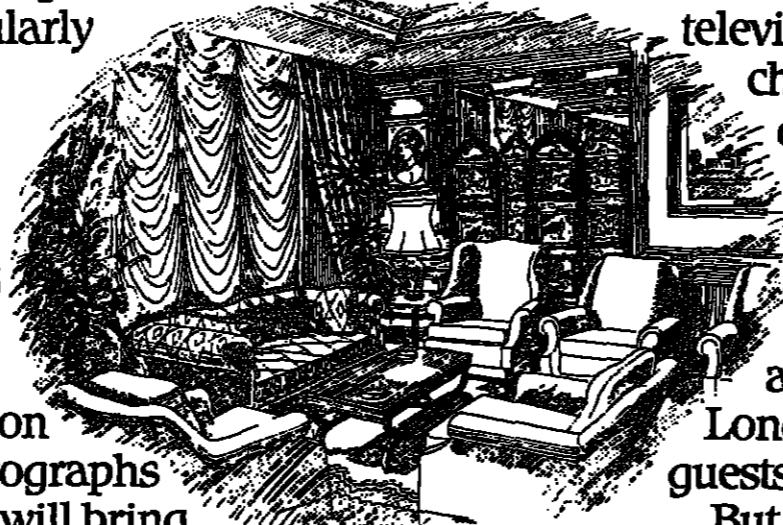
One where beautiful artefacts abound and luxury is the order of the day.

Following the strains of a classical harp into the Broadlands Drawing Room (which echoes the Mountbatten family's English country home) you'll find gracious living is alive and well.

Here the almost forgotten pleasures of mid-morning Karna and lunchtime Tiffin, so regularly enjoyed in bygone days, have been resurrected.

Every room is sumptuously decorated in true aristocratic style together with an Italian marbled bathroom, colour television with overseas satellite channels, trouser press, hair dryer and video movie service. And every suite contains its own jacuzzi.

Moving on into the Mountbatten Bar, a collection of Royal photographs and cartoons will bring a smile to your face as you sample



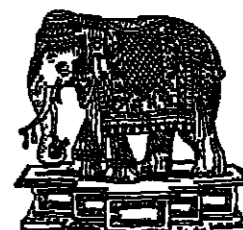
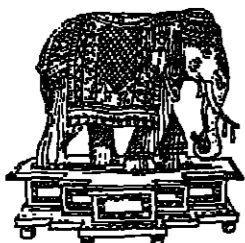
We have to admit, in creating something of an aristocratic home rather than a London hotel, we do tend to treat our guests a little like royalty.

But that's a habit Edwardian Hotels has developed over a lifetime.



## Mountbatten Hotel London

Seven Dials, Covent Garden, London WC2H 9HD. Tel: 01-836 4300. Telex: 298087.  
Central Reservations Office: Edwardian Hotels, 68-86 Cromwell Road, London SW7 5BT. Tel: 01-581 5151. Telex: 919867



The following suppliers to the Mountbatten Hotel wish Edwardian Hotels every success with their new venture  
Acre Produce (Marketing) Ltd Fresh Fruit and Vegetables 01-377 8488 · Archer and Drax Ltd Furnishings 0482-43667 · Berisford Mocatta & Co Ltd Lloyds Insurance Brokers 01-481 9144  
City Electrical Factors Ltd Electrical Goods 01-969 9644 · Custom Curtains 01-591 2000 · F K Ellis & Sons Ltd Building Materials 01-733 4428 · Fulham Timber Merchants 01-736 1980  
Silver Trumpet Ltd Silverware and Crockery 01-404 4557 · Universal Food Wholesalers Ltd 01-575 1932 · W J S Services Ltd Skip Hire 01-837 8666  
Electronic Hotel Systems Ltd wish guests of the Mountbatten Hotel every enjoyment and comfort from the satellite, television, radio music and paging systems installed by them 01-629 8600

مكتبة من الأصل



# Democrats prepare to sabotage Reagan's defence budget boost

From Michael Binyon, Washington

Congress is likely to voice strong resistance to President Reagan's nationwide appeal for a continuation of his defence build-up. Democrats were saying yesterday that there was no chance that Congress would agree to the 8 per cent increase of some \$31 billion at a time when the domestic programme was being heavily cut.

President Reagan, in an attempt to go over the heads of Congress, said in a television address on Wednesday that any cuts in the Defence Department spending would threaten US security and endanger any chance of improv-

ing relations with the Soviet Union. He said American strength was the most persuasive argument the US had to convince its adversaries to negotiate seriously and to cease bullying other nations. "Any slackening now would invite the very dangers America must avoid, and could fatally compromise our negotiating position," he said.

"Our adversaries the Soviets - we know from painful experience - respect only nations that negotiate from a position of strength." He added: "Just as we are sitting down at the bargaining table with the Soviet Union, let's not throw America's trump card away."

He called the plans to cut next year's Pentagon budget by up to \$50 billion "reckless, dangerous and wrong" and said this was "backsliding of the most irresponsible kind".

However, Mr Jim Wright, speaking for the Democrats immediately after Mr Reagan's tough speech, said that his proposals to double military spending and cut taxes at the same time would add to the federal deficit. "We think the deficits themselves pose a danger to our national security. The

American people are willing to pay for the necessary level of defence. But they do not want to pay for more defence than we get."

Mr Reagan's speech marks the start of a new bitter battle over defence spending. The White House urged him to take his case directly to the nation after polls revealed for the first time declining public support for his defence build-up.

Mr Reagan insisted that arbitrary cuts brought "phony savings" and were not safe. There were still major imbalances between Soviet and US forces. In the past 15 years the Russians had invested \$500 billion more than US in defence and built nearly three times as many strategic missiles.

However, in a sign of the changing mood on Capitol Hill, the House of Representatives passed a resolution on Wednesday urging the President to resume negotiations with the Russians for a comprehensive nuclear test ban treaty and to seek ratification of two treaties already limiting such tests - the 1974 Threshold Test Ban and the 1976 Peaceful Nuclear Explosion Treaty, which have been signed by the US but not yet ratified by the Senate.



Mr Caspar Weinberger, US Defence Secretary, who faces a budget battle.

## West reacts to Kremlin speech

# Second thoughts on preconditions

By Nicholas Ashford, Diplomatic Correspondent

After careful study of the Russian text of Mr Mikhail Gorbachev's address to the Soviet Communist Party congress on Tuesday, Western officials are coming to the conclusion that the Soviet leader was not as dismissive of President Reagan's latest arms proposals as appeared at first sight.

In particular they believe that Mr Gorbachev was not laying down preconditions for holding a summit with Mr Reagan later this year by calling for "understandings" on medium-range missiles and ending nuclear tests.

A Soviet diplomat in London confirmed that these were not preconditions but emphasized that Mr Gorbachev saw no sense in holding empty talks with Mr Reagan.

The White House has said Mr Gorbachev's attempt to link a summit to progress in arms control talks "simply

was not work". The US is still pressing Moscow to agree on a summit date.

The view in Whitehall is that the Soviet Union is once again trying to divide Nato and to stir up anti-nuclear sentiment in west Europe as it did during the months preceding the deployment of Pershing 2 and cruise missiles in Europe during 1983.

There is concern about Mr Gorbachev's insistence - repeated in Tuesday's speech - that a deal on medium-range missiles in Europe must include a freeze on British and French nuclear forces, and a scrapping of Britain's plans to buy Trident missiles from the US.

It is feared in London that there could be a revival of anti-nuclear sentiment if the question of British and French forces is seen as the main obstacle blocking an agreement on Euro-missiles.

# Gorbachov objective a global security system

In his speech to the 27th Congress of the Soviet Communist Party on Tuesday, Mr Mikhail Gorbachov, the Soviet leader, outlined an "all-embracing system of international security" as a long-term objective of Soviet foreign policy. This is how he described it (English text supplied by the Soviet news agency Novosti):



## International security

**Military area:** Renunciation by the nuclear powers of war - both nuclear and conventional - against each other or against third countries.

Prevention of an arms race in outer space, cessation of all nuclear weapons tests and the total destruction of such weapons, a ban on and the destruction of chemical weapons, and renunciation of the development of other means of mass annihilation.

A strictly controlled lowering of the levels of military capabilities of countries to limits of reasonable adequacy; disbandment of military alliances, and, as a stage towards this, renunciation of their enlargement and of the formation of new ones; balanced and commensurate reduction of military budgets.

**Political area:** Unconditional respect for the right of each people to choose the ways and forms of its development independently.

A just political settlement of international crises and regional conflicts. Elaboration of measures aimed at building confidence between states and the creation of effective guarantees against attack from without and of the inviolability of their frontiers.

Elaboration of methods of preventing international terrorism, including the safety of international land, air and sea communications.

**Economic area:** Exclusion of all forms of international discrimination; renunciation of any policy of economic blockades and sanctions if this is not directly envisaged in the recommendations of the world community.

Joint quest for a just settlement of the debt problem.

Establishment of a new world order guaranteeing equal economic security to all countries.

The pooling of efforts to explore and make peaceful use of outer space and to resolve global problems on which the destinies of civilization depend.

**Humanitarian area:** Co-operation in the dissemination of ideas on peace, disarmament and international security; greater flow of general objective information and intercourse between peoples for the purpose of learning about one another; reinforcement of mutual understanding and concord in relations between them.

Destruction of genocide, apartheid, advocacy of fascism and every other form of racial, national or religious exclusiveness, and also of discrimination against people on this basis.

Extension, while respecting each country's laws, of international co-operation in implementing political, social and personal rights.

Humane and positive decision of questions relating to the reuniting of families, marriage and the promotion of contacts between people and between organizations.

Strengthening of and a search for new forms of co-operation in culture, art, science, education and medicine.

## Communist principles

These principles stem logically from the provisions of the Programme of the Soviet Union, and are entirely in keeping with our concrete foreign policy initiatives. Guided by them, it would be possible to make peaceful coexistence the highest principle of state-to-state relations.

In our view, these principles could become the point of departure and a guideline for a direct and systematic dialogue between world leaders both bilateral and multilateral.



Mr Robert Lund of rocket engineers Morton Thiokol answers the shuttle panel, which include astronaut Sally Ride (right).



# Shuttle photographs back failed seals theory

Washington (UPI) - New pictures displayed yesterday to the presidential commission investigating the Challenger shuttle disaster added fresh evidence to the theory that seals in a booster rocket joint failed before the shuttle exploded.

The photographs, which seemed to surprise commissioners, showed more clearly than before a puff of black smoke from the right booster rocket at ignition, and an engineer said the smoke appeared to come from a rocket joint.

Officials from the company that built Challenger followed up the photographic testimony by revealing that they had

told Nasa that Challenger was unsafe to fly because of ice conditions on the gantry next to the shuttle.

## Cosmos comes down to earth

Debris from a runaway Soviet surveillance satellite crashed to earth yesterday but scientists differed on whether the pieces landed in a thinly populated desert area of northern Australia or in Canada (our Foreign Staff writes).

West German experts said the 10-tonne Cosmos 1714 crashed in Australia's Northern Territory. British scientists said the debris was likely to have ended up in Canada, but the Canadian Defence Department said it fell in the South Pacific.

The colour photographs were being displayed to the commission to show ice conditions on the shuttle at liftoff. One of the commissioners whispered that the smoke appeared to be coming "right at the field joint". In previous pictures, the origin of the smoke was not clear.

Engineers don't like to speculate, but based on our photos, and we've analyzed all the photos, we feel that's a leak (in the booster)," said Mr Charles Stevenson, a member of the Nasa ice inspection team at the launch pad.

# Evidence in Flick trial may be flawed

Bonn (Reuters) - The star witness in West Germany's biggest political corruption trial caused a courtroom sensation yesterday when he said some names on his supposedly meticulous list of Flick company cash recipients could be wrong.

Herr Rudolf Diehl, former chief book-keeper of the Flick conglomerate, was testifying for the first time at the bribery trial of former economics ministers Count Otto von Lambsdorff and Herr Hans Friderichs.

He stunned the packed court when he said that he had sometimes written names of politicians next to Flick donations in a secret list without actually knowing they took the money.

The "Diehl list" is a key piece of evidence for charges that Count von Lambsdorff and Herr Friderichs accepted massive bribes for their Free Democratic Party from Flick in return for arranging a tax break for the private company.

According to Herr Diehl, the money came from a slush-fund called "the black strong box".

Prosecutors allege that it was paid out to politicians by former Flick manager, Herr Eberhard von Brauchitsch, who is also on trial.

# These motorists cut the cost of their motor insurance

## So can you!

They did it and so can you

Direct Line Insurance from the Royal Bank of Scotland was set up specifically to save you money on your motor insurance yet still provide you with the best possible cover. And as you can see from these quotes, the way we work is working well for our customers.

## The most modern methods

We've eliminated all the old-fashioned, time-wasting paperwork like proposal forms. And we deal with you direct. A modern, streamlined organisation geared to react quickly to everything from your first enquiry to settling any claims you have to make.

## Instant quotes - Instant cover

Simply call 01-686 2468 any time 8.00am-8.00pm weekdays, 9.00am-2.00pm Saturdays.

One of our friendly, highly-trained insurance experts will take all your details, including your present no claims discount.

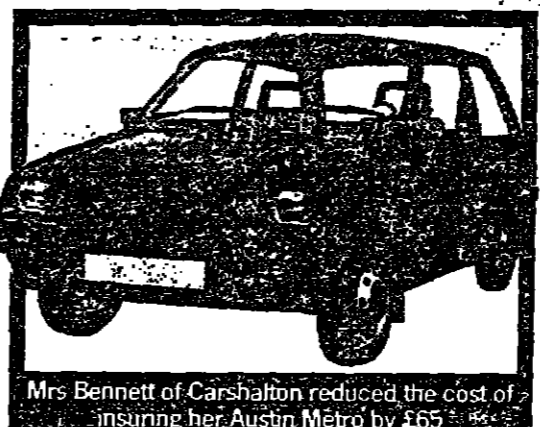
Then, within seconds, work out a free quote for you.

If you accept, all the necessary arrangements can be made there and then.

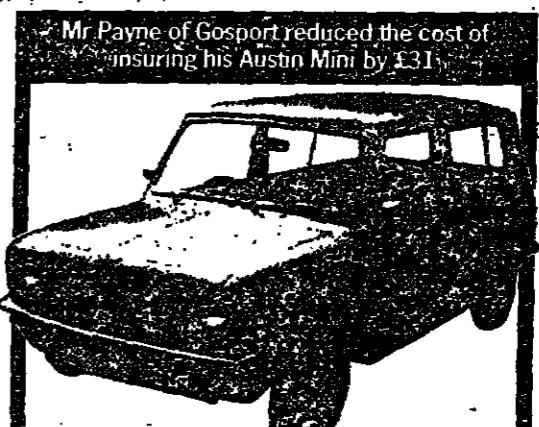
No forms. No red tape. And if your insurance isn't due for renewal yet, we promise that the quote we give you will be valid for three months.

## Phone today. Or send the coupon

If you're not in an immediate hurry, why not complete and return the coupon below - and we'll make certain you have full details AND a FREE quote BEFORE your current insurance is due for renewal? The sooner you act the better, so do it today.



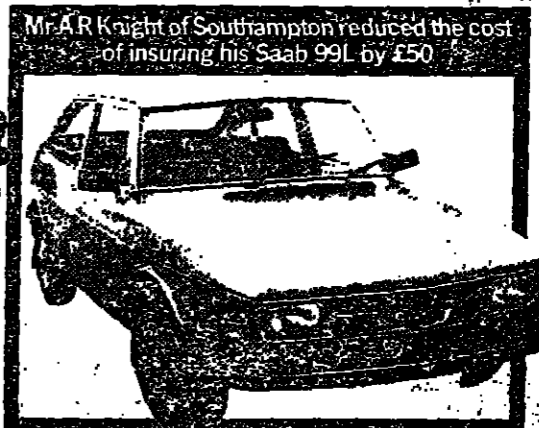
Mrs Bennett of Carshalton reduced the cost of insuring her Austin Metro by £65.



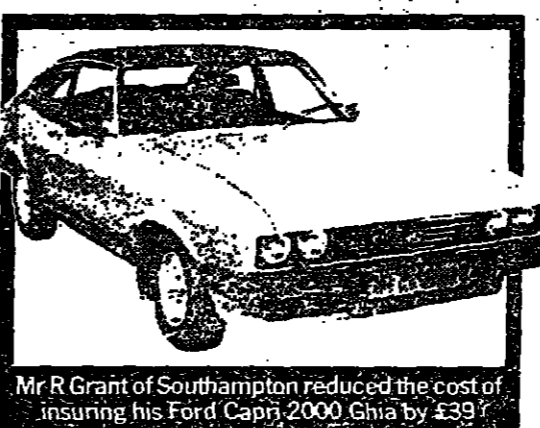
Mr Payne of Gosport reduced the cost of insuring his Austin Mini by £31.



Miss Craig of Edinburgh reduced the cost of insuring her Volkswagen Derby GLS by £25.



Mr R Knight of Southampton reduced the cost of insuring his Saab 99L by £50.



Mr R Grant of Southampton reduced the cost of insuring his Ford Capri 2000 Ghia by £39.



Mr Scott of Tyne & Wear reduced the cost of insuring his Volkswagen Golf by £39.

# So, call us now on 01-686 2468



Royal Bank of Scotland Group Insurance Company Limited, Cavendish House, 51-55 South End, Croydon, Surrey CR0 1BF. Not applicable in Northern Ireland.

Form for Direct Line Insurance application. Includes fields for name, address, phone, and checkboxes for various insurance options. Text: "To: Royal Bank of Scotland Group Insurance Company Ltd., FREEPOST, Croydon CR9 9EA." and "NO STAMP NEEDED - POST TODAY".

Comm  
among  
to be s  
by M

# Why Hanson shouldn't take over Imperial: A battery of evidence.

## Hanson's plan for Imperial.

The Hanson Trust offer document states that "the successful Hanson Trust technique of "hands-off" management will be put in place to support the existing managers and staff in realising the fullest possible potential."

In the light of these impressive-sounding plans, it's interesting to consider what happened in the only previous instance of the Hanson "hands-off" management style being applied to one of this country's best known consumer brands: Ever Ready.

## The management of Ever Ready.

The fate of Ever Ready since its takeover in 1981 is a cautionary tale for anyone who thought Hanson would safeguard the company's long-term future.

For example, the Abingdon advanced projects division was sold off in 1982, hardly a demonstration of commitment to research and development in this highly competitive market.

Also in 1982, Duracell were happy to snap up their main rival's European operations, again courtesy of the Ever Ready management.

At the same time as these and other assets were being sold, capital expenditure in Ever Ready companies was being slashed by no less than 50%. (Based on the average for the three years before and after acquisition.)



And as if this weren't enough to blight Ever Ready's future, the price of the principal product also rose in the four years following acquisition by 33%, well above the rate of inflation.

Then there was the human cost of Hanson's takeover—over 40% of the UK workforce of the Ever Ready companies have already lost their jobs.

Given all this, it seems reasonable to ask whether Hanson's management philosophy was really "hands-off," or "sell-off."

## The Ever Ready results—success or failure?

As you might expect, the result of selling assets, cutting investment and raising prices was a short-term boost in profits.

But what of Ever Ready since then? In the second half of 1985, profits were down 31% compared to the same period in 1984.

The company also suffered a 20% loss of overall brand share between 1981 and 1985. So what does the future hold for this famous company in 1986, and beyond?

And where, you may well ask, would Imperial's famous brands be if Hanson got its "hands-offs" on them?



The sources for the information contained in this advertisement are Hanson Subsidiaries' Accounts, Shaw's Price Guide, and the letter from the Chairman, Imperial Group plc to shareholders dated 16th January 1986. The directors of Imperial Group plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate. The directors accept responsibility accordingly.

مكتبة الأمل

# Communist is among first to be set free by Manila

From David Watts, Manila

The new Aquino Government is to release an important member of the Communist Party of the Philippines among the first batch of 33 political detainees given their freedom.

**Seoul warning**  
Seoul (Reuters) - The Government yesterday warned opposition politicians yesterday not to use the demise of President Marcos to create social unrest in South Korea after dissident leaders said that such a victory for democracy over dictatorship could spread to other parts of Asia.

Another guerrilla, Mr Rolando Moniel, will be released from house arrest. Also freed were five human rights lawyers, three from Mindanao and two from Abra.

The Government says that there are now 450 political prisoners under detention and that most should be freed by the end of the week.

# One-day strike brings Greece to a halt

From Mario Modiano, Athens

Workers in Athens and 17 provincial towns staged a one-day strike yesterday in protest against the Socialist Government's austerity programme which has split the Greek labour movement.

The strike grounded all the flights of Olympic Airways, the national carrier, as well as those of foreign airlines served by it.

# Haiti hit by more looting

Port-au-Prince (AP) - A dusk-to-dawn curfew was still in force throughout Haiti after renewed looting and demonstrations in protest at the attempted flight of a former secret police chief.

# Arms charge

Kampala (AFP) - Mr Akana p'Ojok, the former Ugandan Power and Telecommunications Minister, was charged with possessing firearms, explosives and ammunition.

# Soldiers stray

Helsinki (AFP) - Two Canadian soldiers who strayed into Finland while on Nato exercises in northern Norway were detained by Finnish border guards and taken back to Norway after questioning.

Marcos's vast bedroom covered with photographs of herself with heads of state. The former president was in none of them.

Mrs Aquino's earnest desire to forgive and forget has been extended to the political prisoners. She has said that she will release all who renounce violence.

The danger of violent revenge remains, and it has been learned that security forces have foiled a plot to assassinate the Defence Minister, Mr Juan Ponce Enrile.

Mr Rodolfo Farinas, the Mayor of Laoag in Mr Marcos' home province, and eight bodyguards were arrested outside the Ministry of Defence after he tried to get close to Mr Enrile during a press conference.

A bomb planted by departing Malacanang palace guards was detonated yesterday in the Pasig River. Local newspapers have carried photographs of what the military says were booby-trap bombs left behind in palace books, but there has been no independent confirmation.

The task of pulling together some sort of functioning government is moving ahead as fast as possible, but several Government offices have not yet received so much as a telephone call from their new ministers.

The economy requires the most urgent attention. "We don't even know how much there is in the Treasury," said the senior adviser of a commercial bank.

President Corazon Aquino has now decreed that the medals and photographs be returned to him, but there is no indication of whether Mrs Imelda Marcos's collection of photographs will also be sent on.

# 22 years for bus hijacker

Prague (AFP) - A Czechoslovak court has jailed for 22 years a man who hijacked a packed bus and threatened to blow it up unless he was allowed to leave for West Germany, according to a newspaper report.

The southern regional newspaper Jihoceska Prava said the hijacker, Vladimir Beno, aged 26, had been sentenced on Tuesday by a court in Budejovice and would serve his sentence in a third category, most severe, prison.

He seized the bus with 48 people on board on November 9, 1984. After firing three shots in the air and wiring the vehicle with dynamite, he ordered it to the border post of Srazny, where he was eventually disarmed by police.



Cardinal Sin, Archbishop of Manila, greeting Mr Juan Ponce Enrile, the Defence Minister, during a thanksgiving Mass at Camp Crame yesterday attended by 5,000 Filipinos.

# Aquino makes TV plea to Marcos

New York (AP) - President Aquino yesterday appealed to Mr Marcos to tell his loyalists not to cause any violence against the new Government.

Interviewed on ABC television's Good Morning America, Mrs Aquino said to the ex-president: "Think of our country. Think of your countrymen who have already suffered so much under your regime. The time is now to make amends."

Mrs Aquino said she had begun releasing political prisoners and would free communists who promised to renounce violence. Her Government would try to recover government wealth reportedly taken by Mr Marcos and his circle.

# The Filipinos who still live in fear of private armies

From Michael Hamlyn, Tarlac, Philippines

Sitting in the back of her sari-sari shop, which sells groceries and other necessities to the poorer classes in the municipality of Gerona, Mrs Susanna Go, local co-ordinator of the Unido party of President Corazon Aquino, said: "Many of the Unido people are still wallowing in fear."

In spite of the installation of the new President in the capital's Malacanang Palace, an event for which Mrs Go sits wide-eyed in thankful astonishment, the situation in the countryside of Tarlac Province has not immediately changed, even though this is Aquino country. Mrs Aquino was born near by, in Concepcion.

There were still many unlicensed guns in the hands of private armies, she said, in spite of the appeals of the new Armed Forces Chief, General Ramos, for them to be given up.

Neither the teacher, nor his sympathizer would be allowed to pass, even in a newspaper as far off as this, unless he was carrying a permit from Mr Rafael Suarez.



The teachers still remember with shudders that Mr Suarez came to the school to complain that they were brainwashing the children in social studies lessons. "Why do you teach politics in the classroom?" he asked them. "How can we teach social studies without covering politics?"

When I called at the Municipal Hall the mayor's staff said he was at home. As I called at his house, a man carrying a rifle stood inside the house and I was told that the mayor had gone out an hour before. I do not know where he was.

Local politics have long gone together in Philippines politics, and Tarlac Province is one of those which has suffered from the activities of the Communist insurgents of the New People's Army. In the 1970s the district was terrorized by a band under Commander Pappa - 'The Cat' - but since his death in action the problems have much diminished.

# Apricot Collection starts where others finish -

If you're serious about putting a computer to work in your business, you won't be spoiled for choice.

In fact, there's only one firm starting point for serious business computing. The Apricot Collection and GEM - complete business systems designed to get you up and running from the word go.

With monitor, printer, mouse and friendly GEM software all included, the Apricot Collection gives you everything you need - right down to the power cable and plug - in one unbeatably priced package.

## then GEM gives you more

**The power**  
The Apricot Collection has all the power and versatility you expect from a high specification business computer. The standard 512K of memory is enough to cope with the latest integrated office systems.

And there's all the disk storage you need - The Apricot F2 has two floppy disk drives which can store the equivalent of a medium-sized novel. A built-in hard disk drive gives the Apricot F10 the capacity to store all the paperwork of a medium-sized company.

**The monitor**  
You can choose a 9" or 12" monochrome monitor, or a 10" colour monitor capable of displaying up to sixteen colours at once - ideal for GEM's high-quality graphics.

**The printer**  
Whether you're running off the month's invoices, producing charts and tables, or turning your rough drafts into hard copy, you'll need a high-quality printer. That's why Apricot Collection computers come with a versatile printer - capable of handling both detailed graphics and correspondence quality lettering.

**The keyboard**  
A professional-standard keyboard is a must for novices and skilled typists alike. That's why the Apricot Collection features all the typewriter keys, a numeric keypad for financial work, and a built-in clock and calculator.

**The software**  
Each Apricot Collection system gives you access to literally thousands of MS-DOS software packages, including all the big name packages from Lotus, Ashton Tate, Digital Research and many others.

And the inclusive GEM software means you can put your Apricot to profitable use within hours rather than days. Just by pointing an arrow and clicking a button you can execute the most complex tasks.

GEM puts the power of the Apricot Collection to work from the word go.

GEM Write word processor lets you draft, edit and print out documents. While GEM Paint produces drawings, graphs and diagrams to order.

**Apricot Collection and GEM - A complete package for the first time in business user**

Please send me a free information pack on the Apricot Collection to Apricot UK Limited, FREEPOST, Hayes, West Midlands, B63 1BR.

**£1499\***

Position: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Tel: \_\_\_\_\_

**apricot**  
**GEM Applications**

\*Price shown is for complete packaged system shown above; Apricot F2 - twin disk drives, inclusive 9" mono green phosphor monitor, mouse, Writer 22 matrix printer and GEM software. Price excludes VAT.

# Reagan faces bitter battle on military aid for Contras

From Michael Binyon, Washington

Congressional opponents of President Reagan's request for \$100 million in aid for Nicaraguan rebels fighting the Sandinista Government have begun to muster their forces, predicting that the President faces an uphill battle.

Senator Mark Hatfield, a Republican from Oregon, declared his opposition and said there would be "intense resistance" in the Senate in view of the projected cuts in domestic social programmes.

He and Senator Paul Simon, an Illinois Democrat, drafted a letter to the President, signed by 18 senators, urging a postponement of the aid request while further diplomatic negotiations were held through the Contadora group of Latin American countries.

Mr Reagan asked on Tuesday for military, as well as non-lethal aid for those fighting the Sandinistas. The money, to be transferred from the existing Pentagon budget, would give the Contras \$30 million in humanitarian aid for food, clothing, medicine and lorries, and a further \$70 million for weapons. The

present congressional appropriation of only \$27 million in humanitarian aid runs out at the end of next month.

Emphasizing the Administration's insistence that the rebels must now make an all-out military effort if they are to have any chance of forcing the Nicaraguan Government to negotiate, Mr Reagan said the money was needed to assist the Nicaraguan "democratic resistance". "Few now question that the rulers of Nicaragua are deeply committed communists, determined to consolidate their totalitarian communist state," Mr Reagan told Congress.

The proposal may be accepted by the Republican-controlled Senate, but Democrats in the House of Representatives, which they control, are already organizing their opposition.

MANAGUA: The Nicaraguan Defence Minister, Señor Humberto Ortega, said Nicaragua aims to carry on strengthening its defences in response to President Reagan's proposal to boost support for rebels (Reuters reports).



Bombay police carry away the former Indian Minister for Industry, Mr George Fernandes, for trying to block trains during a national protest against recent price increases.

# Royal Tour of New Zealand Police swoop to arrest Maori activist

From Stephen Taylor, Wellington

The Maori activist, Mr Dun Miahaka, and his wife, Dianne Prince, are due to appear in court today after their arrest yesterday in a dramatic police swoop near the Queen's cavalcade.

Mr Miahaka, who has been threatening to make a whaka-pohane, a bare-bottom protest, during the royal tour of New Zealand, was pulled from his van as he joined the cavalcade, apparently attempting to catch up with the car carrying the Queen.

Mr Miahaka is a veteran of various local protest movements but first gained a more widespread notoriety when he

barred his backside at the Prince and Princess of Wales on their last visit to New Zealand. He has said he would be repeating the gesture, which he maintains is a traditional Maori insult, before the Queen.

Written on the side of the vehicle in which he was arrested yesterday were the slogans: "All the Queen's horses and all the Queen's men will not stop me doing it again", and "Wild man let it all hang out in protest."

Later his wife, who was in the van with him, was also arrested. Police said they were being held in custody overnight and would appear in court this morning to face

dangerous driving and perhaps other charges.

Their arrest brings to six the number of people detained over incidents related to the royal tour, including two young women who have been charged with assaulting the Queen as a result of the egg-throwing affair on Monday.

There seemed little likelihood at the outset that yesterday would produce any more of the incidents which have been a feature of the tour. The programme was for a visit to a National Trust swampland, followed by the police college and then Privy Council business.

But as the Queen was travelling from the Taupo swamp to the college - in a

Daimler which she used on her first visit to New Zealand in 1952/53 - the van carrying Mr Miahaka pulled out of a side road.

Witnesses said it started to speed up with the apparent intention of catching up with the royal party but was promptly intercepted by a police car.

Mr Miahaka, a powerfully built Maori wearing red shorts and a vest, was taken from his van and stood for a few moments talking to reporters before being hustled off in a police vehicle.

By the time Mr Miahaka has appeared in court today the royal party will have departed for Nelson and Christchurch, on South Island.

# Ethiopians flee forced move

From Charles Harrison, Nairobi

Refugees from Ethiopia are flooding into northern Somalia at a rate of about 600 a day, according to United Nations officials.

More than 27,000 men, women and children have reached a refugee centre at Tug Wajale, about five miles from the Ethiopian border, since the exodus began early last month. Most are members of the Oromo tribe and have walked about 60 miles from their former homes near Harer and Dire Dawa rather than be resettled under the Ethiopian Government pro-

gramme of "villagization".

Mr Gary Troeller, of the UN High Commission for Refugees in Somalia, said that the influx was causing serious problems in northern Somalia because of a shortage of water and other necessities.

Cholera has broken out in Tug Wajale and some other camps and several hundred cases are being treated. So far, 17 people have died.

The Somali authorities have now made available a large area, with water, at Biyaley, about 20 miles from Berbera, for the Tug Wajale refugees.

Mr Troeller said that the refugee influx showed no sign of ending. On some days, more than 1,000 refugees entered Somalia. "They are not drought victims. They are well nourished and had been successful farmers before deciding to flee," he said.

The influx is increasing the size of Somalia's already formidable refugee problem. The country has more than 800,000 refugees, most of them having fled Ethiopia during the Ogaden war in 1977 and 1978.

# UN fears Afghan genocide

From Alan McGregor, Geneva

Continued fighting in Afghanistan "will lead inevitably to a situation approaching genocide", according to a report presented to the UN Human Rights Commission.

"The only solution is the withdrawal of foreign troops", the report suggests. Civilian casualties last year are estimated at 35,000.

The report, from the commission's special rapporteur, Dr Felix Ermacora of Austria, who last month visited Afghan refugee camps in Baluchistan and Pakistan's North-West Province, describes the conflict as characterized by "systematic brutality".

The 120,000-strong Soviet armed forces - described in the report as "foreign troops" - continue to use anti-personnel mines, delayed action and booby-trapped bombs, such as toys, pens, cakes of soap, snuff boxes and what appear to be bundles of bank notes. He spoke to children injured by "these horrible weapons".

Burning liquid - dropped from aircraft in canisters which open in the air and spray the ground - and napalm are among other weapons used by the Russians.

In Khad, the Afghan communist security forces' interrogation centre, women interviewed by the rapporteur said that among torture techniques employed are "sinking needles in the fingers and hanging by the hair for prolonged periods".

More than a third of the Afghan population is now living outside the country, with the exodus continuing at the rate of 6,000 to 8,000 each month.

BERN: A Russian soldier captured by Afghan insurgents and interned for two years in Switzerland under a humanitarian accord was released on Wednesday and immediately boarded an Aeroflot flight to Moscow (AP reports).

The release, announced by the Swiss Foreign Ministry, leaves just one Russian soldier still interned under an accord negotiated in 1982.

# Wrangling Quebec MP quits

From John Best, Ottawa

Mr Jean Chrétien, a prominent Liberal and former Cabinet minister, yesterday resigned his seat in the Canadian House of Commons.

The sudden decision capped a smouldering dispute between Mr Chrétien and Mr John Turner, the party leader and former Prime Minister, over control of the Quebec wing of the party.

It could do Mr Turner and his party immense harm in the predominantly French-speaking Quebec, a province crucial to the party's chances of regaining national power.

Mr Chrétien, aged 52, has a strong popular following in the traditional Liberal province, which swung strongly Conservative in the 1984 Tory landslide. Recent polls indicate that voters are returning to their Liberal mould.

Mr Chrétien ran second to Mr Turner in the June, 1984, Liberal leadership campaign, but has never tried to hide his ambition for the party leadership and the post of Prime Minister that may again one day go with it. Some prominent Liberals have accused him of disloyalty.

The resignation followed a meeting with Mr Turner in which they tried to settle their differences. Later, Mr Turner paid tribute in the Commons to "a great Canadian".

# Resignation threat to Malaysian Cabinet

From M. G. G. Pillai, Kuala Lumpur

The Malaysian Cabinet faces a serious split after the abrupt resignation yesterday of the deputy Prime Minister, Datuk Musa Hitam.

Datuk Seri Dr Mahathir Mohamed, the Prime Minister, has stonewalled all inquiries, but has called an emergency meeting of the supreme council of his United Malay National Organisation (UMNO) party for tonight.

Datuk Musa resigned as deputy Prime Minister, Home Minister and deputy president of UMNO.

Dr Mahathir expects to call early general elections within the next six months. The Prime Minister has



Dr Mahathir, beset by political setbacks,

suffered a number of political setbacks recently, notably growing Islamic fundamentalist pressures.

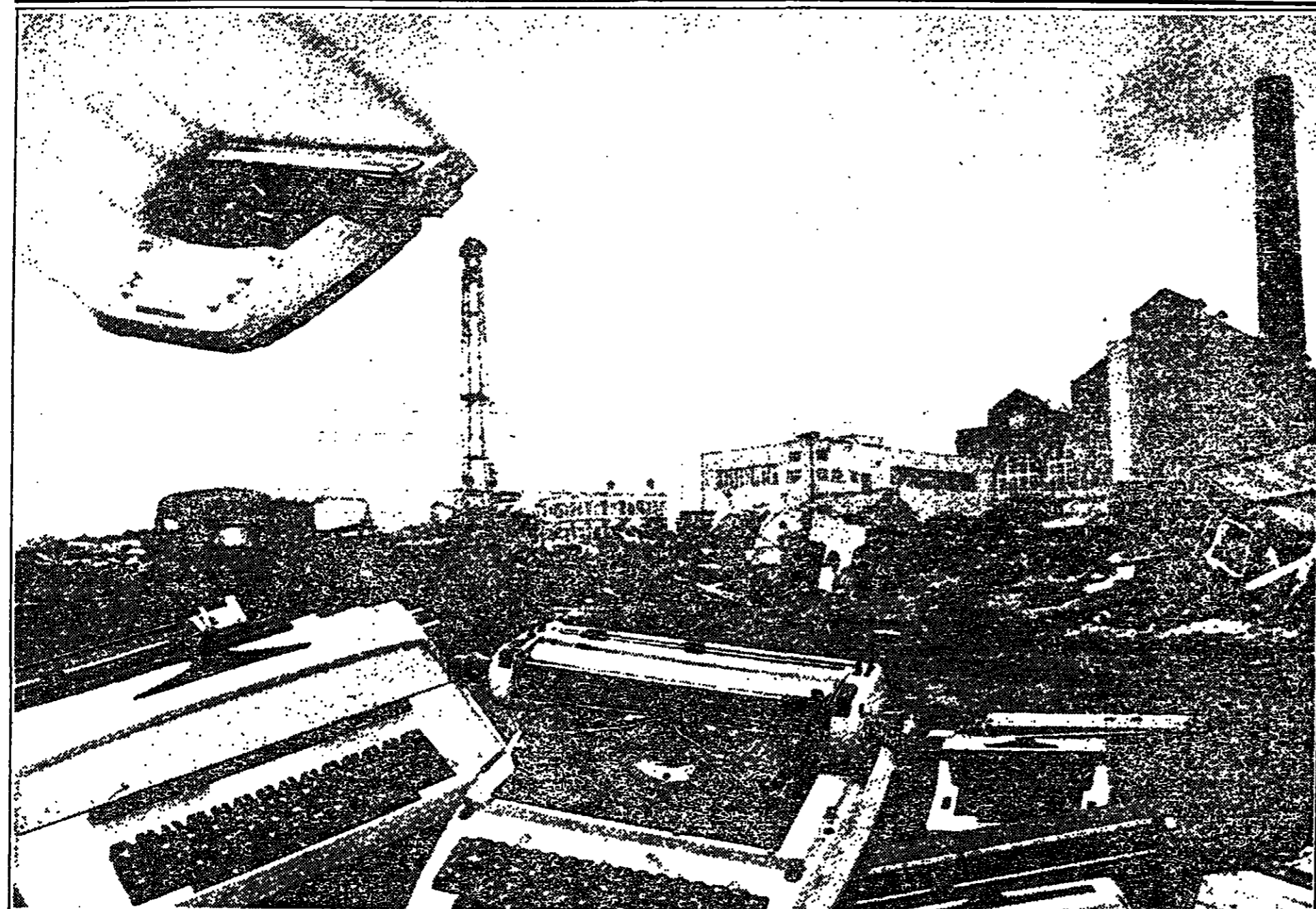
# Dutch Citizens!

You are now able to participate for the first time from abroad in the elections for the representatives of the Second Chamber of the States-General on 21st May 1986.

Naturally you do wish to make use of your right to vote.

You can register as voter before 24th March, that is to say that your registration forms need to be received by the Rijksinspectie in the Hague by that day.

You can apply for a voters registration form at the Netherlands Embassy 38 Hyde Park Gate London SW7 5DP tel. 01-584 5040



## If you want to update your office here's a tip.

The electric typewriter's days are numbered. Because the Amstrad PCW 8256 puts real wordprocessing power within everyone's reach.

Its unbelievably low price includes a screen with built-in disc drive, keyboard, printer and wordprocessing software.

Everything, in fact, to get you wordprocessing straight away.

The high speed RAM disc allows you to store and retrieve information instantaneously.

And the 8256 has a fully integrated printer with a choice of letter quality and high speed drafting capabilities.

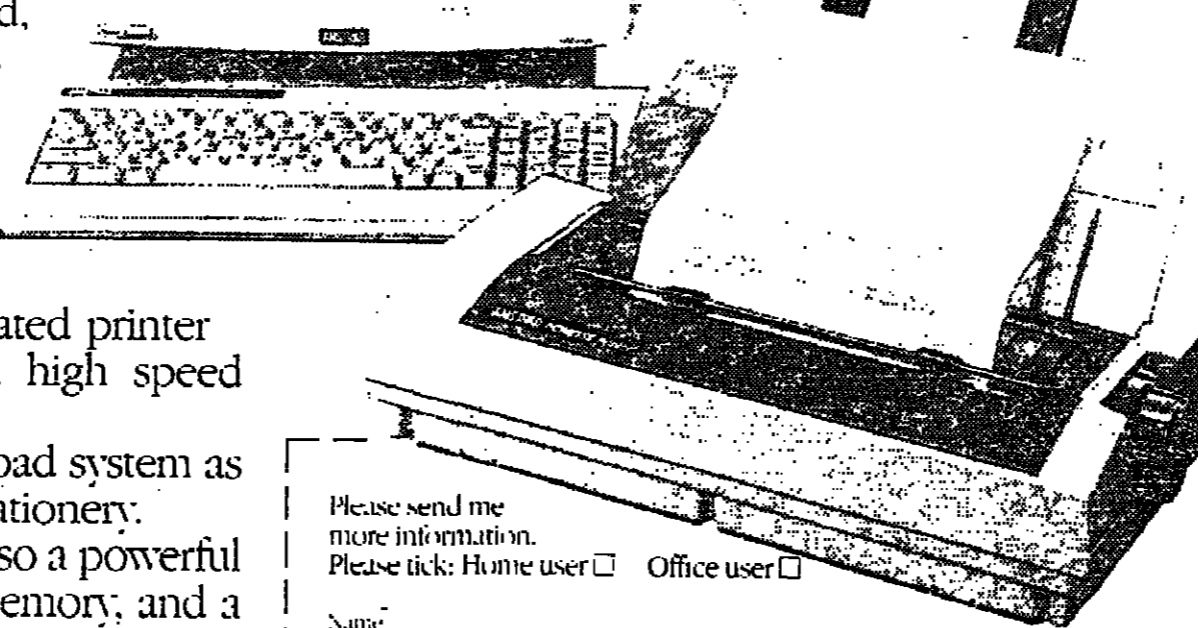
It also has an automatic paper load system as well as tractor feed for continuous stationery.

What's more, the PCW 8256 is also a powerful computer with an enormous 256k memory, and a huge number of software options.

The 8256 comes with a comprehensive and simple user guide, but if you want to learn really fast, there are a great many training courses available around the country.

And business users will appreciate the nation-

KEYBOARD, SCREEN AND PRINTER  
**£399**  
D.T.S. VAT



Please send me more information. Please tick: Home user  Office user

Name \_\_\_\_\_ Address \_\_\_\_\_ Tel. \_\_\_\_\_

## Amstrad PCW 8256

Amstrad P.O. Box 402, Brentwood, Essex CM14 4EE. Tel: (0277) 230222.

1250 من الأصل

هكذا من الأصل

## HERE'S A LIST OF SOME OF THE MOST PROGRESSIVE AND FAR-SIGHTED COMPANIES IN BRITAIN.

You don't need to be a regular reader of the Financial Times to know that this is a list of very successful companies.

But progressive and far-sighted? Certainly.

They all recognise that they can only stay successful by training young people for the future.

And that having properly-trained people working for you means higher productivity.

And that a regular input of enthusiastic young people has a positive effect on everyone in a firm.

Which is why they're about to take on thousands of school-leavers on the new 2 year YTS.

These tightly-run companies will, with the happy agreement of their finance directors, be devoting time and money to training totally green sixteen and seventeen year olds.

An investment that will be paying returns year in, year out, way into the next century.

Up to now, over 100,000 companies have said they want to be part of the scheme. So your competitors are probably already amongst them.

- MARKS AND SPENCERS PLC
- J. SAINSBURY PLC
- BRITISH PETROLEUM COMPANY PLC
- THE BURTON GROUP
- ALLIED-LYONS PLC
- THE BOOTS COMPANY PLC
- THE ASSOCIATION OF BRITISH TRAVEL AGENTS LIMITED
- WHITBREAD AND COMPANY PLC
- CADBURY SCHWEPPE'S PLC
- NORTHERN FOODS PLC
- BAKER PERKINS PLC
- PILKINGTON BROTHERS PLC
- INTERNATIONAL THOMSON ORGANISATION PLC
- BUILDERS' MERCHANTS FEDERATION
- GRAND METROPOLITAN PLC
- TESCO STORES LTD.
- BRITISH ASSOCIATION OF PROFESSIONAL HAIRDRESSING EMPLOYERS
- GALLAHER TOBACCO (UK) LIMITED
- THE DISTILLERS COMPANY PLC
- ESSO UK PLC
- TARMAC PLC
- ASDA-MFI GROUP PLC
- THE POST OFFICE
- THE PLESSEY COMPANY PLC
- MOTOR AGENTS ASSOCIATION LIMITED
- ELECTRICITY COUNCIL
- IBM.UK LIMITED
- GLAXO HOLDINGS
- GUEST KEEN & NETTLEFOLDS PLC
- IMPERIAL GROUP PLC
- COURTAULDS PLC
- THE BOC GROUP
- SCOTTISH AND NEWCASTLE BREWERIES
- BRITISH SHIPBUILDERS
- IMPERIAL CHEMICAL INDUSTRIES PLC
- TATE & LYLE PLC
- AUSTIN ROVER
- BASS PLC
- ROWNTREE MACKINTOSH PLC
- ARGYLL GROUP PLC
- LITTLEWOODS ORGANISATION
- RANK XEROX LIMITED
- GEORGE WIMPEY PLC
- THORN EMI
- JOHN LEWIS PARTNERSHIP PLC
- THE GENERAL ELECTRIC COMPANY PLC
- UNILEVER UK HOLDINGS LIMITED
- ROLLS-ROYCE LIMITED
- EAGLE STAR INSURANCE CO. LTD.
- BRITISH AEROSPACE
- SHELL UK

### HERE'S HOW TO GET ON IT.

Apply for information to: Mr C Neale, Manpower Services Commission, FREEPOST, Sheffield S3 7ZZ. No stamp needed. Or phone for free information pack on Sheffield (0742) 755205. T1 28/2

Name \_\_\_\_\_ Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 Tel: \_\_\_\_\_



# Scotch on the rocks?

The world's biggest selling whisky, as a full-page advertisement in the current takeover battle for Distillers boldly proclaims, is a Japanese substance named Old Suntory. True enough, but only just.

It is intended to demean Distillers, and to highlight the sluggishness and decline of this once unassailable giant of the Scotch whisky industry. True, Distillers have been sluggish; but as a claim it is highly misleading, and unfair both to the company and the industry at large. The Japanese may have flooded the earth with cars and computers, but they have singularly failed to fill the oceans with whisky.

What the advertisements do not state is that almost all Japanese whisky is drunk in Japan. Nor do the advertisements reveal that in the last five years sales of Old Suntory have been virtually halved as the Japanese have turned in droves to a much lighter rice-based spirit, *Shochu*.

The fortunes of Suntory and Scotch are curiously bound up. Not only has the Japanese market for whisky shrunk alarmingly, but also — breathe it not in the glens of Speyside — Suntory whiskies contain a fair proportion of the finest Scotch malts, including Glenlivet and Glen Grant, two of Scotland's premier names.

Exports of Scotch to Japan — its third largest overseas market — fell by nearly one third last year, almost entirely due to the decline in demand for bulk Highland malt whisky to blend with the local product. That, at least, has taken much of the heat out of a fierce argument that has raged in the Scotch industry for years: should malt whisky be exported at all?

## What is needed now is a bit more hard sell

Opponents have argued long and hard that by doing so the industry cuts its own throat. The distillers who do it (Glenlivet-Glen Grant, owned by Seagrams, is one of the biggest) argue that they have an urgent need to shift stocks. One Highland distillery, Tomatin, which relied heavily on sales of bulk malt whisky abroad, recently went bankrupt. It has since been bought by a Japanese company.

The Scotch industry has been through several years of deep depression, with nearly 30 of Scotland's 131 distilleries closed permanently or temporarily. But there are several indications that Scotch is on the road to recovery — something of an irony at a time when Distillers is in such decline.

Scotch whisky earned £994 million in exports in 1985, an increase in value of 7 per cent on the previous year, even though the volume fell from 231 million litres to 226 million. The fall in volume is largely explained by the decline in bulk malt exports.

According to one of leading analysts of the industry, Alan Gray of the Glasgow stockbrokers Campbell Neill: "Although the total volume of exports has declined the encouraging factor is that by far the largest category of export — bottled-in-Scotland blends — has been increasing. It went up by 1.7 per cent in 1984 when total export volume fell by 2 per cent. Bottled-in-Scotland accounts for 67 per cent of all exports: it is much more profitable than bulk, and creates many more Scottish jobs, particularly in blending and bottling plants.

"Bottled single malt whisky exports have shot up by 27 per cent; unfortunately single malt accounts for only 2 per cent of exports.

"In 1985 the home whisky market

While the battle goes on for control of the declining Distillers Company, the whisky industry's fortunes, ironically, are looking up. Alan Hamilton pours out the story

also registered an increase of about 5 per cent. Its first since 1979. Overall, I am moderately encouraged; stocks are now more in line with demand, and the industry is getting its marketing together." What is needed now, he says, is a bit more hard sell.

That Scotch whisky makes any headway at all is a tribute to the excellence of the product and the skill with which it is sold, for in almost every market in the world it is discriminated against by high taxation and other restrictions, a victim of its own success. A delegation from the Scotch Whisky Association is at this moment in Tokyo trying to persuade the Japanese to remove the import taxes which are higher than those on American bourbon. Scotch is taxed at twice the rate of top-grade Japanese whisky. The tariffs are far higher than for the small amount of Japanese spirits coming into the EEC.

Common Market countries, with France as the ringleader, have been among the worst offenders in imposing discriminatory taxes against Scotch. In the past two years, however, the French have been shamed into removing the worst of them and the country has become Scotch's second biggest export market, with an increase of 16 per cent last year — much of it, unfortunately, blended whisky shipped in bulk and bottled there under the brand name "Label 5".

The Common Market as a whole now rivals the United States as the biggest importer of Scotch. But the whisky industry is punished equally, and often needlessly, at home. Whisky is one of the greatest gifts to Scotland, and to the world, but most of all to the Chancellor, who collected £800 million from it last year in excise duty and VAT.

According to John Macphail, chairman of the Scotch Whisky Association, the taxman's refusal to take account of the inflationary factor on maturing stocks of whisky — which

## The industry awaits the Budget with foreboding

must slumber in their Highland warehouses for a legal minimum of three years to ensure quality — effectively confiscates the profit on three out of every four bottles sold in Britain. The abolition of stock relief in the 1984 Budget was a serious blow to the industry.

"It is estimated that the historical cost of our stocks is £1,600 million", Macphail says. "With inflation at 5.5 per cent, an illusory inflation profit of £88 million a year has been calculated. That profit is in fact non-existent but despite that, with Corporation tax at 35 per cent, it gives rise to a tax charge of £30.8 million a year. We feel we are being subjected to this simply because of administrative expediency."

The industry has made its submis-

sion to the Chancellor, and awaits his Budget with some foreboding. It also wants him to defer the collection of excise duty, currently levied four weeks after the whisky leaves the bonded warehouse, to eight weeks, allowing the distillers time to recoup the money from retail sales.

But these are not the factors which have pushed the once-proud Distillers Company into decline. For others have prospered while the giant has not: none of the top three whiskies on the home market is now a DCL brand. Fifteen years ago DCL had half the UK market; now it has only 17 per cent. Overseas its Johnnie Walker Red Label is still the world's best seller, but it has shown some decline, as have Haig, Black and White, and the group's other internationally famous brands.

Scotch whisky is all about marketing, an area in which Distillers has fallen down woefully, for who can truly tell the difference between a Bell's and a Grouse? The modern industry was founded by two brilliant marketing men, James Buchanan and Tommy Dewar, who took the anonymous spirit of their native land and put a label on it.

Better marketing is the key to the future. Clive Sims, Johnnie Walker's marketing services director, explains: "The great growth in exports in the 1970s was achieved by pushing into new corners of the world. Now we have run out of world, but we certainly have not run out of potential customers. In the United States, for example, only 15 per cent of adults drink Scotch whisky; the room for expansion is enormous."

## Spirits are losing ground to wines and beers

But there are difficulties; American tastes are currently locked into ideas of health which turns them away from strong drink, and spirits are losing some ground to wine and beer. Part of the answer, according to Sims, is to introduce new brands carefully targeted at specific age or social groups. That, however, brings its own dangers. The American market is dominated, and was largely created, by six top brands; all the others ride on their backs and too many new labels could affect their sales.

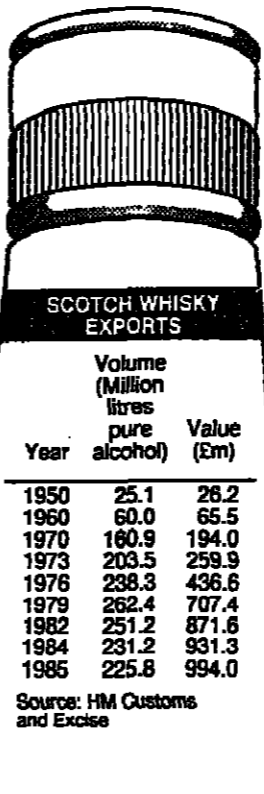
Traditionalists also fear that any new owners of Distillers may be tempted to trade down market and put a major effort into cut-price brands. Scotch, abroad at least, sells largely on being a top quality, premium product. Even in the land of the free and the free market, a bottle of premium Scotch in New York is twice the price of a bottle of bourbon.

Another part of the answer is to dispel the myth, clung to in America, that Scotch must be drunk on its own. Sales would leap, it is believed, were Scotch accepted as a base for cocktails.

"The cocktail fashion can only grow in America; I have even heard them asking for Perrier and water." Whoever becomes the eventual owner of Distillers, and injects fresh enthusiasm and marketing skill into it, could find himself the winner of a very rich prize indeed. There is every indication that the world's thirst for the world's highest quality spirit drink will continue to increase, provided governments, including the British, can be persuaded not to stand in the way.

Old Suntory may yet be knocked off the top shelf.

Illustration by Geoffrey Sims and Mel Calman



## THE WORLD'S TOP SELLING SPIRITS (1984)

Brand	Country	Quantity (Million cases per year)	% change per year since 1980
1. Beacardi Rum	Various	18.6	+3.8
2. Smirnoff Vodka	Various	13.5	-0.2
3. Ricard Anise	Various	7.0	-1.7
4. Suntory Old Whisky	Japan	6.8	+1.1
5. Gordon's Gin	Various	6.8	-6.2
6. Johnnie Walker Red Label Whisky	Scotland	6.4	-2.2
7. Seagrams' 7 Crowns Whisky	USA	5.6	-5.4
8. J & B Rare Whisky	Scotland	5.0	+0.5
9. Suntory Red Whisky	Japan	4.9	-0.5
10. Jim Beam Whisky	USA	4.8	+2.2
11. Bell's Whisky	Scotland	4.3	-2.7
12. Canadian Mist Whisky	Canada	4.3	+8.5

## SCOTCH WHISKY: THE TOP EXPORT BRANDS

Brand	Owner
1. Johnnie Walker Red Label	Distillers
2. J & B Rare	Grand Metropolitan
3. Dewar's	Distillers
4. Ballantine's	Hiram Walker
5. Chivas Regal	Seagrams
6. Johnnie Walker Black Label	Distillers
7. Black and White	Distillers
8. Bell's	Guinness
9. Haig	Distillers
10. Vat 69	Distillers

## BRITAIN'S TOP SELLING SCOTCH WHISKIES

Brand	Owner	% market (estimated)
1. Bell's	Guinness	19
2. Teacher's	Allied Breweries	13
3. The Famous Grouse	Highland Distillers	10
4. Claymore	Distillers	6
5. Grant's Standfast	William Grant	6
6. Whyte and Mackay	Lonrho	5
7. White Horse	Distillers	3
8. Haig	Distillers	3
9. Stewart's Cream	Allied Breweries	2
10. Long John	Whitbread	1
11. Mackintosh's	Invergordon Distillers	1

## TOP EXPORT MARKETS FOR SCOTCH WHISKY

Country	Quantity (Million litres pure alcohol)	% change on Jan-Nov 1984
1. USA	65.9	-3
2. France	23.2	+16
3. Japan	15.3	-29
4. Italy	13.7	+12
5. Spain	8.2	-6
6. South Africa	8.1	-3
7. Australia	8.0	+10
8. West Germany	7.8	+1
9. Belgium/Luxembourg	5.5	-7
10. Canada	4.7	-11
11. Greece	4.2	+24
12. Netherlands	3.9	-16
13. Sweden	3.2	+12
14. Venezuela	3.2	+14
15. Brazil	2.9	-31

Total worldwide exports: 225.8 million litres (-2%)  
Source: HM Customs and Excise

# Talking to a select few

A new magazine is aimed at the young, nouveau riche Arabs who have begun to see Britain as home

This week a bizarre new magazine joins the growing range of glossies which are posted free to a "select" mailing list. It is called *Arabel*.

*Arabel* is the first glossy society/business magazine exclusively designed for the wealthy Arab community resident in the UK. It runs the publicity of 30,000. *Arabel* is distributed free every month to the business and/or private addresses of Arab royalty (princes and sheikhs), ambassadors, diplomatic staff, bank and company chairmen, managing directors...

The premium advertising market of property, BMWs and jewellery is now being pursued by a whole range of publications, from the established ones like *Tatler* to mail-shot newcomers like *The London Gentleman*. The UK Arab market is served by a variety of business and news publications. But *Arabel* is something new. In this case the mailing list really is "select" — for Arabs only.

And it offers them their own *Tatler* and therefore a new kind of publishing — and marketing — identity.

There are about 500,000 Arabs in Britain. The majority have much in common with any other immigrant community — they tend to be poorer than average and they are predominantly employed in menial tasks in local authority and catering ventures. Their numbers have remained static for some years.

But since the oil rises of 1973, they have been joined by two new classes. First, there are the oil-rich sheikhs and princes for whom Britain provides one home among many others and who supply material for an endless list of anecdotes about their limitless wealth. Second, there is a new Arab professional class. Their assets may be small but their incomes are high. Typically they work for banks or the diplomatic corps.

London has provided this second group with a natural home. It is still one of the few financial centres of the world and it retains a reputation for liberality and stability, if not for tolerance of foreigners. The new magazine is an attempt to penetrate that market. Its publisher, Farid El Khatib, believes these newcomers are now sufficiently established to want something that ties them together socially.

Now, 13 years on, Britain is beginning to feel like home. For reasons ranging from political instability to the mere fact that they like it here, their stay is becoming permanent. Children are growing up and becoming part of English society, and the exclusion in which most of them have lived no longer seems tolerable.

As El Khatib points out, this means that the old complexities of national differences between the 26 different Arab nationalities are beginning to be suppressed. They are determined to re-

main Arab but are finding that Syrians and Egyptians, Lebanese and Jordanians have more in common when they are in Britain.

But the popular, prejudiced view that all Arabs are either rich or politically unstable remains. "It can be very embarrassing being an Arab in Britain", said one banker, "but the association of Arabs with enormous wealth doesn't really make sense. Of course there are poor Arabs just as there are poor Pakistanis, but I also know Pakistanis who are as rich or richer than our sheikhs and princes."

For him, the property, jewellery and fashion of *Arabel* is acceptable — it is servicing one small part of the Arab community. Others find it distinctly distasteful. The Arab Women's Council began as a relief organization in the wake of the 1967 Middle East war. It was founded and is still run by Dr Esmat El Said, an Egyptian who has been in Britain for almost 30 years.

The meetings at her home in south Kensington are attended by women from almost every Arab country.



Glamour: The *Arabel* image

They are more interested in the 7,000 Moroccans in north Kensington than the half dozen Gulf princes in Park Lane.

Over tea and Middle Eastern sweets and savouries, they brushed talk of *Arabel* aside and complained of the damaging consequences of reinforcing the impression that Arabs were invariably rich. "There are only about five genuinely rich Arab states", Dr El Said pointed out. "And many of the others are desperately poor."

In the dummy edition of the magazine, picture coverage of a party was sadly headed "Few women present", suggesting the community's own socializing has some way to go before it takes on the ease and gloss of that reported in *Tatler*. Yet the title page made a game effort — there were pictures of Prince Michael and the Princess of Wales as well as of Omar Sharif.

"To qualify for the *Arabel* controlled circulation list, the absolute minimum household income will be £25,000 per annum", adds the publicity. "Median and average incomes will be far in excess of this."

The AWC's leaflets talk of hospital visiting, social and legal problems and educational committees. *Arabel* may be highlighting the fact that new divisions are replacing old ones but at least they are merely the same sort of divisions from which every other race suffers.

Bryan Appleyard  
© Times Newspapers Ltd, 1986

## SATURDAY

The weekend starts here



Françoise Sagan: life as a gamble

### Games of Chance

Françoise Sagan, the celebrated French writer, confesses to a lifelong love affair with gambling, legacy of years spent in the glamorous casinos of Cannes and Deauville. In *Games of Chance*, an extract from her new book *With Fondlest Regards*, she explains with pride untold by remorse her fatal fascination with the gaming tables, often bringing her to the brink of ruin.

The prodigal daughter  
Liza Minnelli  
back on stage

Harvest of the sea  
La Rochelle's  
fruits-de-mer

### Portfolio

£22,000 to be won

Can you always get your copy of *The Times*?

Dear Newsagent, please deliver/save me a copy of *The Times*

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

## Life in the City of Joy

How the people of a Calcutta slum find happiness at the bottom rung of the poverty ladder



Hopeful: Dominique Lapiere

Dominique Lapiere went back to India in 1981, taking with him \$50,000 of his royalties from earlier best sellers, like *Is Paris Burning?*, *Freedom at Midnight* and *The Fifth Horseman*, all of which he wrote with Larry Collins. In Calcutta, Mother Teresa introduced him to James Stevens, an Englishman who ran Udayan, an organization which looked after the children of lepers. Stevens was broke. "I gave him my money", Lapiere says. "so

that he need not close this island of hope". He wrote about Stevens in a French magazine, and the public sent \$70,000 in response. Then Lapiere and his wife decided to go and live in a Calcutta slum called Anand Nagar. The translation is "City of Joy", the title of his

latest book. This was written in the South of France with the words *odeur, couleur, bruit* propped up in front of him to recall the stench of the open sewers, the beauty of the people, and the constant noise. It deals with the lives of four people: a Catholic priest, an American medical student, an Assamese nurse and a rickshaw puller.

In a space the size of three football pitches in the City of Joy lived 70,000 Hindus, Moslems, refugees from drought and famine, lepers and eunuchs, and yet the place seemed full of happiness. Festivals took place every day, with 400 people celebrating a child's first tooth. "That level of life teaches you how to share", says Lapiere. "No one is alone — if you are alone, you are destroyed. I found more positive values than in our so-called civilized western world. I was never asked — only given."

He got used to the rats, the scorpions, the flies and the heat, and remembers seeing a woman fanning herself in her sleep, wondering to himself how long it took to learn that skill. His book has already sold two million copies, and half the royalties are going to the people of Calcutta.

If the City of Joy is improved by even so much as covering in the sewers, the rents will rise, and the people who would benefit will have to go.

"Calcutta is so inhuman, so terrible, that it has the magic power to make super people, apostles, saints. Where you would expect only death, you discover life", says Lapiere. He adds a quotation from Tagore. "Adversity is big, but man is bigger than adversity."

Philippe Toomey  
*The City of Joy* by Dominique Lapiere, Century Hutchinson, £12.95

## The French elections

In an article on the French elections (*Spectrum*, February 24), it was stated that "there is no social security in France". This should have read "there is no social security safety net in France". Unlike Britain, France operates a finite system whereby after a certain time a claimant is no longer entitled to benefits.

★ THE NEW POWER OF FASHION  
Milan: all the clothes fit to print  
Charismatic Paris Ice-cool in London

★ STYLE CRISIS IN THE STREETS  
Peter York on machine-made youth

★ WORLD CHAMPIONSHIP SHOCKER  
Horses with jet lag

★ CAROLINE BLACKWOOD  
INTERVIEWS IAN PAISLEY

JENNIFER'S SOCIAL DATES FOR 1986

Halfpenny Queen **March £ 1.70**  
★ OUT NOW  
GO GET IT

FRIDAY PAGE

# Surviving in the nuclear shadow

## MEDICAL BRIEFING SPECIAL

### SELLAFIELD

**Sally Brompton on the dilemma of the West Cumbrian community whose livelihood rests on a nuclear 'minefield'**

The first question that the doctor asked Mrs Anne Todd when her 10-year-old son Robert was admitted to hospital was: "Do you blame Windscale?" "I said 'yes' because I'd already thought of it," says Mrs Todd, "and we'd already had, in just a few years, more leukaemia cases in this area than our doctor said he would expect in his lifetime."

Four weeks later, Robert was dead of leukaemia, another cold statistic among the reams of scientific data that may one day prove that living near a nuclear processing plant can be lethal. Anne Todd and her husband Ken, a local garage owner in the Cumbrian village of Broughton-in-Furness, are just two of the thousands of ordinary people caught in the middle of the political minefield which currently surrounds the Sellafield nuclear processing plant.

Still referred to as "Windscale" by the local inhabitants who remember it from the days when it was a top-secret military establishment, Sellafield has become a chilling symbol of the side effects of progress, a radioactive time bomb to be tossed back and forth between the scientists, politicians, pressure groups and media.

While the local rate of childhood leukaemia is acknowledged to be significantly higher than the national average, and while high level doses of radiation are medically accepted as a cause of cancer, there is still a considerable amount of research to be done to find out whether causal links exist between nuclear plants and the incidence of malignancies in their vicinities. None has been established yet.

But while the academics and statisticians dig still deeper into the nuclear unknown, scrutinizing everything from the post mortem tissue of children who die around Sellafield to the eating habits of the local residents, the people who actually inhabit the sprawling rural communities of West Cumbria continue to live with the fear of contamination.

"The principle concern for us is the long-term effect of low level radiation", says Dr Barry Walker, whose group general practice in the village of Seascale is overlooked by Sellafield's four giant cooling towers.

"The levels of contamination we're talking about these days are certainly very low indeed and unlikely to kill you in conventional medical terms. My concern — and that of people like me — is that we are really underestimating the seriousness of having this stuff in our environment over a long period."

"It's not simply what has already been dumped in the sea that worries us, the problems of the airborne emissions need to be looked at as well."

While much of the local population is transient, workers who remain at the plant for just two or three years, it is the hard core of native Cumbrians living in the immediate vicinity who concern Walker.

"It's among the people who have been working at the plant since the early 1950s or living in the area since then that you'd now expect to start seeing things happening", he says. "I get older patients coming into my surgery with malignancies which I personally believe are related to radiation, and I think that in 10 or 15 years time we will inherit the legacy of what has been going on here as far as the workers and people who have been living here for a long time are concerned."

Harry King was one of the first workers to join Windscale in 1951 at the age of 23. He began as a security officer and was then moved to the processing department. Ten years later it was discovered that the dust extractor in his particular unit had not been operating for some time and the department was closed down for modification

while King and his colleagues were moved to another building.

"Harry came home and said he had received an overdose of plutonium and must've worked with it again", his wife, Jean, recalls.

"He didn't actually say he was worried but the following weeks I noticed a change in his outlook. He seemed to become much more quiet and introverted. I suppose, looking back, that he must have been worrying about it but he was the kind of person who would have kept it from me so that I wouldn't worry too."

Four years later, Harry King's teeth began falling out, followed by a similar loss of hair, forcing him to retire from work having lost his eyesight as a result of cataracts. Two years later he died from cancer of the brain.

British Nuclear Fuels (BNFL), who took on the plant from the UK Atomic Energy Authority in 1971, denied liability but paid his widow £8,000 compensation in a test case in 1977. The widows of three of Harry King's colleagues are currently claiming compensation for their husbands' deaths from cancer under BNFL's new compensation scheme which dispenses with the need for expensive court cases. The scheme, set up in 1982 to compensate the families of staff who die from cancers allegedly caused by radiation, has just been expanded to include more morbidity payments made before death occurs.

So far, five payments worth a total of £246,233 have been made under the scheme out of 164 claims, of which 94 have already been dismissed by BNFL. At no time has the company accepted liability for any of the deaths.

In the plant's highly sophisticated medical department, Dr Jack Strain, Sellafield's senior medical officer, is reassuring. "Quite frankly, radiation is the very least of our worries and we do not look on it as a problem either on site or outside the plant."

"There is surface contamination which is not unusual when you're working in the active area, but that's no problem at all and just washes off with soap and water. On rare occasions, we do get internal intakes of radio nuclides, mainly plutonium on this site, which can be swallowed or



Mrs Jean King, whose husband died of cancer, outside Sellafield: 'Harry came home and said he had received an overdose of plutonium'

deposited in a wound, or inhaled and lodged in the lungs and then passed in the bloodstream to other organs."

If routine monitoring indicates that plutonium has been inhaled, the worker is made to blow on a tissue and if the result of that is positive then he is given an intravenous injection of a collating agent which binds up the plutonium and enhances the excretion of it. That is followed by a whole-body monitor and, if necessary, faecal and urine tests, the results of which can take between four and six weeks.

Dr Strain emphasizes that in most cases the worker is cleared and returned to normal duty. "On the very rare occasions when we find plutonium has been inhaled we have a long discussion with the

person involved. We present the facts to them and show them that so far nobody has developed any side effects from working in the nuclear industry. Of course there is some initial anxiety, but most of the workers on this site know what is going on and are philosophical about it."

As far as risks of contamination among the local communities are concerned, Strain is equally uncompromising. "There are no effects at all on people who live in the vicinity", he says. "The locals have lived with the plant for a long time now and they accept it. And so far we haven't seen any demerit effects in the surrounding population."

While many of the villagers living along this picturesque strip of coastline which borders the Lake District would outwardly agree with him, they are the first to acknowledge that their livelihood depends upon Sellafield. With a full-time staff of 6,500 plus another 5,000 contracted employees, the nuclear plant is undoubtedly the mainstay of West Cumbria's economy. Dr Barry Walker estimates that of his practice's 6,700 patients scattered over an area of 300 square miles, 90 per cent of those working are employed at Sellafield with almost all the remaining 10 per cent dependant upon it for their various trades. Only the small local farming community could survive without the nuclear industry.

In Seascale itself, a tiny windswept village of pebble-dashed semis with a population of 1,000 adults and 200 children, attitudes vary. Pam Stans' biggest worry is the loss of the weekend passing trade at the small seafront hotel which she and her husband Tom, both former Sellafield employees, have owned for the past four years.

"The nuclear scares are killing this area", she says. "It's all a lot of fuss about nothing. I was born here, my daughter was born here and all my family have lived here for years and the only problem is the large number of old people in the area because everyone lives so long."

Dr Walker is sceptical about such apparent complacency among the local community. "Of course they all say reassuring things to you", he says, "but if someone offered them the same job which wasn't in Seascale, most of them would be off like a shot."

He admits that if he were to be offered a comparable practice in another part of the country he, too, would leave the area where he was born. In the meantime, his three small children are not allowed to swim in the sea nor eat local fish nor pick up anything they may find on the beach. "It's a case of minimising the exposure but it's probably worst in the home, anyway, because it appears to concentrate the stuff," he says.

"I'm not anti-nuclear, but I feel the nuclear industry doesn't know all the answers yet"

Many of the local residents, who privately confess to being worried about the situation, compare the risks to the dangers of living in a big city and prefer to stay. Even Jean King, whose grief drove her to several attempts of suicide after her husband's death, admits: "I wouldn't live anywhere else. I was brought up around here and as a child I spent very happy days on the local beaches — a pleasure that future generations won't have."

Dr David Todd, a general practitioner in Barrow-in-Furness, sums up local opinion when he says: "I'm not an anti-nuclear person but I do feel that the nuclear industry doesn't know all the answers yet. They try to reassure the public from a position of strength whereas in fact the reasons they have learned — especially at Sellafield — is because of all the mistakes they have made over the years."

© Times Newspapers Ltd. 1986



Dr Jack Strain: there are no ill effects on the local people



Dr Barry Walker: the long-term effect is the principal concern

## A SPECIALIST OPINION

### Radiation: the universal danger

Dr Alice Stewart, a specialist in the health risks of low-level radiation, believes as a result of her own research that background radiation can affect the risk of cancer, particularly in the case of an unborn child.

"We know that a single X-ray shot can have a cancer effect on a foetus or an embryo, which raises the suspicion that, if you put up the background radiation to which we are all exposed by contaminating the environment, either by gamma radiation or by radioactive particles in the things that people might accidentally eat or breathe, then this

fact that operators were working at an average level of well below a tenth of what is considered to be safe."

"The effect was small and hard to detect but it was there," Dr Stewart said. "It was detectable in women who had even lower doses than the men."

Her view is that there is no such thing as a safe level. "What do you mean by safe?" she said. "Nuclear authorities tend to assume that the effects of these low doses is so small that it is undetectable, but that does not mean that it is not there."

Dr Stewart, a senior research fellow in the Department of Social Medicine at Birmingham University, suspects that background radiation may be leading to both cancer and congenital defects "without our knowing anything about it".

She cites a recent survey at a nuclear plant in America where the radiation still exhibited signs of "having a cancer effect that was not expected, despite the

# Design Solutions

## ESSENTIAL READING

Create your own style with our new 84 page colour catalogue. It's brimming with great ideas for completely furnishing your home and making the most of outdoors. Available from Habitat Stores and leading newsagents, price 75p. Or send for a copy with the coupon below.

Complete the coupon and send it with your cheque/postal order to Habitat Designs Ltd, PO, Box 25, Hithercroft Road, Wallingford, Oxon, OX10 9EW, or telephone (0491) 35511 and quote your credit card number

Mr/Mrs/Miss \_\_\_\_\_  
Surname \_\_\_\_\_  
Address \_\_\_\_\_  
Postcode \_\_\_\_\_

Good design at good prices

## Hope and the true romantic

Anna Massey has the sort of voice that Shakespeare would have said made heaven drowsy with its harmony, and flowed languorously on like a brook. "It was a very dear man, a friend of mine who first said I must start reading Anita Brookner's books", recalls Massey. "They are so subtle, so intricate, so passionate, and I think I feel true empathy — though I never quite know what the word means — with her heroines."

She takes a deep breath, stares with grave, slightly protuberant, eyes and the brook begins unexpectedly to babble: "Anyway, I was chatting to my TV presenter friend Sue Birchcliffe and I told her she must read Anita Brookner. Shortly afterwards, we plucked-up the nerve to write to this wondrous author suggesting she might like to do a film script for us."

The wondrous author, it transpired (after Massey has digressed about her passion for Frost, her theory that extroverts had simply conquered their shyness, and the importance of having a room of one's own), wrote back saying thank you, but no. However, Birchcliffe and Massey might care to read her unpublished new novel? And maybe Massey might be interested in playing the heroine? Which is how Massey comes to be playing Edith Hope in the BBC's production on Sunday of *Hotel Du Lac*, adapted by Christopher Hampton from Brookner's elegant novel.

"It was an absolute gift from heaven", enthuses Massey. "The part of Edith is an absolute plum. We both thought the manuscript was brilliant. We bought the film rights. And when it was like a fairy story. Then everyone was haggling for the rights, of course, and we'd already got them."

In *Hotel Du Lac*, Edith, a spinster writer of romantic fiction, is in social disgrace and has been bundled off by friends to a melancholy Swiss lakeside hotel where, it is hoped, she will reflect upon her recalcitrance. At the hotel she is drawn reluctantly into the lives of her fellow guests and into romance of a sort.

Massey points out that Edith is the quintessential 1980s career woman. "Like all Anita's heroines she is very much a middle-class woman of today. She's successful, independent, intelligent, witty and above all she is not ashamed to admit to the importance of romance in her life."

Here Massey claps her hands and gives an unexpectedly hearty chuckle. "I'm all for romance myself. Not that Edith has a wonderful speech in which she says: 'I cannot live without love. I cannot think or act or speak or write or even dream with any kind of energy in the absence of love. I feel excluded from the living world. I become cold, fish-like, immobile. I implode.' These are my own feelings exactly."

Then, anticipating impatient questions about her romantic circumstances, she continues: "I believe that the single woman's greatest struggle is keeping optimistic. There is no romance in my life at present, alas. Oh, that there was. One still goes on hoping that one will walk into a room and he will be there. But it's largely a question of luck after one's twenties, isn't it? Yet one's energy and capacity for romance are just as strong as ever in mid-life. In fact there's a most wonderful line on this very topic in Anita's novel *Family and Friends*.

Adjusting rimless spectacles she reads: "To suppose that those who are sexually inarticulate is a grave mistake, but one that is made with disheartening frequency."

Quite so sighs Massey, adding that she occasionally experiences a dread of becoming epistemic. She was married for a brief space of time at the age of 29 and made her acting debut at 17. Both times, she feels she was far too young.

Massey never discusses her marriage, and not many people realize she has a grown-up son, called David. He has made her swear not to invade his privacy. He would kill her, she says, if anything were written about him.

Offering her a tumbler of gin, Massey draws my attention to an oil painting hidden behind a drooping pot plant. "I did that when I learnt to paint while playing Gwen John. It's my first and last painting. As Edith I didn't, unfortunately, learn to write a novel, but I did get rather steeped in the role."

We filmed in Lacerne for three weeks and were bloody lucky with the weather. For two days it rained like I haven't seen rain, which was perfect for the damp, misty sequences. And then the sun shone. I had a wonderful turret room, blissfully quiet, with a balcony. I felt like Rapsanel. No... I felt exactly like Edith. God knows what I'll become when I do my next part. I'm to be Genevieve in David Hare's autumn production of *King Lear*, and I'm so excited, I could get up and dance."

Edith, in one of her most passionate speeches, declares: "My idea of absolute happiness is to sit in a hot garden all day, reading or writing, utterly safe in the knowledge that the person I love will come home to me in the evening — every evening." How does this compare to Massey's ideal? "Oh mine is having friends to dinner, followed perhaps by a little bit, I love cooking. I'm a huge Delia Smith fan."

"Incidentally," Massey remarks as I prepare to leave, "I must mention that Edith never sees herself as a victim. People have grown fed up with women as victims. The Jean Rhys woman belongs to the past. We don't have to be victims any more."

Val Hennessy

## CHILD HAS FART TO GO • FRIDAY'S CHILD IS LOVING & GIVING

Friday's child is loving and giving — and wary as well. Where is my charity donation going? How much is it helping?

With Dr Barnardo's you know. And so do the thousands of handicapped or deprived youngsters we'll help this year.

So if you're a Friday's Child at heart, here's your chance to prove it.

### Barnardo's

send your donations or write for information to Dr Barnardo's, Barking-side, Essex IG6 1QG (011) 350 8822.

Talking to select for

Flying spokesman

As British Airways strives to fly the flag to Northern Ireland on Monday despite the Loyalist protest...

Garey-Jones

It was just too good to be true: a Communist with a party badge made by Carter...

Inviting trouble

Police will be on hand tonight outside the Oxford Union as demonstrators gather to protest at the absence of a speaker from the African National Congress...

When he die, may it be in Waltham Forest, in north-east London. Listed in the telephone directory under "Libraries" is the local mortuary...

Pop star

As the disgraced Marcos skulks in Hawaii, a reader tells me of the time his glamorous wife Imelda visited their son, Ferdinand junior...

Foreign flood

Lambeth council, which plans to rename Streatham Baths the Mangalo Sobukwe Pool after the Pan-African Congress founder...

No brief

Oxford will never be the same: Lord Goodman, defender of the famous for the past 50 years, tells me he is to retire this year as Master of University College...

PHS

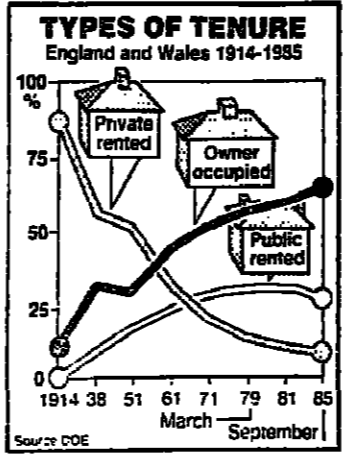
Time to reform rent law

John Patten calls for a step-by-step repair of the damage to rented housing caused by legislation of the last 20 years

Rented housing needs a new direction. Public and private landlords must again be seen to be respectable; that means reform in both sectors.

bizarre to have empty flats and houses next to people who are homeless. This will work - to the benefit of the homeless, those moving jobs, and the young seeking their first job...

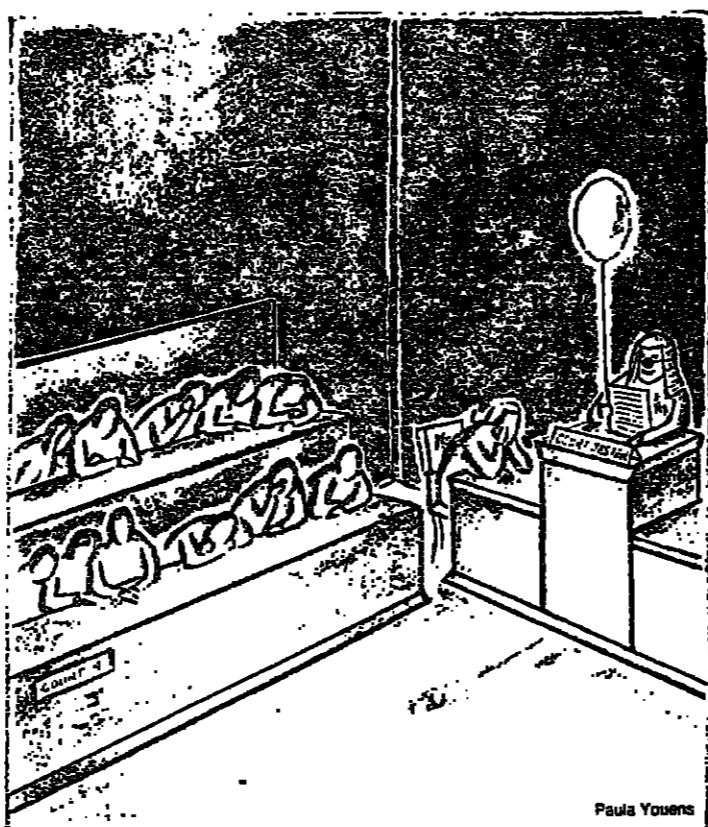
We also want to encourage a wide range of solutions to the problems of public rented housing. The sheer size of most municipal housing authorities is daunting.



brought in to assist with refurbishment and management problems. There are already good examples of how well these new approaches can work.

Bernard Levin

My verdict: silence outside the court



a commendably pragmatic way: they behave like the most servile party hacks, and pretend they don't. The Lord Chancellor, however, is a judge, and for all the history that lies behind his dual function, I have never been able to see it as anything but an outrage.

There is an amazing debate going on concerning the question whether judges should be permitted, or even encouraged, to make speeches on matters of public concern...

the mouth about (or even from) fluoride, they will be insisting that compulsory seatbelts are an infringement of our liberties...

David Watt Even blacker and whiter

Time is running out for South Africa. How often one has seen that cliché, And yet how impossible to avoid it again in Johannesburg last week...

There are quite a lot of South Africans, particularly in the business community, who are desperately trying to persuade themselves to see things in that light, and their spirits are buoyed up by the present good state of the economy.

moreover... Miles Kington A poursuivant without peer

Through the vineyards the weary traveller walked, up the dusty track between fields of grapes. He had never seen grapes growing before but he paid them no heed...

Luck or skill in Reagan 'triumph'?

Washington The Philippines had long threatened to be the Reagan administration's nemesis. It is now seen by many here as one of President Reagan's foreign policy triumphs.



Schultz visibly pleased

Michael Binyon

Handwritten Arabic text at the bottom of the page.





1 Pennington Street, London E1. Telephone 01 481 4100

### THE NIMROD LESSON

On Tuesday the Ministry of Defence disclosed new plans to sharpen the competitive edge of its suppliers. On Wednesday it put these into practice by imposing a six-month deadline on GEC, still struggling with its radar for the Nimrod airborne early warning (AEW) aircraft, while it looked around the world for other options. On Thursday it threw down the gauntlet to the captains of British industry in a campaign to ensure value for money. So far so good.

For the ministry to have acted in this way is unquestionably right. The questions which must be asked is why Whitehall waited so long. The outcome of the Nimrod saga will inevitably be seen as the test of this new policy and as proof of the Government's resolve. In that case, "too little, too late" is likely to be the epitaph on this week's sudden burst of activity.

Amid all the mutual recrimination that has surrounded the Nimrod affair in recent months, one truth has become increasingly clear. In 1977 when the Government of that day decided to develop the all-British Nimrod to fill the RAF's AEW requirement, instead of buying the American AWACS, it made the wrong choice. GEC-Marconi may have been over-optimistic (as the ministry says it was) about its chances of doing the job properly. The ministry may have kept changing its mind about its requirement (as the company says it has). But the conclusion one must draw is that the airframe was too small in the first place to carry

the weight of all that the RAF wanted. There were those to whom this was apparent at the time. But there were not many of them in parliament, whose preference for a British solution, with all the implications for jobs, foreign exchange and national prestige was clear and unequivocal. To the Government it seemed that the right decision had been taken, bearing in mind all the different, sometimes conflicting considerations.

The fault throughout the Nimrod story has been that no one monitored progress with the eagle-eye that should have been applied to a programme so costly and so crucial. That difficulties would surface was predictable. Most weapons under development are for aiming at ever-changing targets. It is not much use, for instance, developing a new kind of tank armour if it suddenly becomes clear that the enemy has perfected a new kind of shell which will go through it.

In the case of Nimrod, however, it would seem to have been clear some time ago that the aircraft was never going to be as effective as the RAF would like - and that GEC were in difficulties over producing something which the service was even willing to put up with. Yet both sides seem to have blundered forward in the hope that somehow everything would suddenly start to come right - and that if it did not, then it would be too late to do much else anyway.

Such fatalism came to an

end with this week's announcement that GEC has six months in which to prove that it can meet the ministry's stated needs. Its international reputation will certainly suffer if it cannot. Each side will bear half of the cost, up to a total shared limit of £50m, while the ministry assesses the relative costs of abandoning Nimrod and moving to the RAF's preference of an AWACS solution. Nimrod has already cost nearly £900m and will be five years behind schedule if it ever comes into service - while a switch to AWACS will probably remove from the hard-pressed defence budget anything up to another £80m.

One might ask how it is that the ministry has not secured a firm assessment from GEC before this and why it is that no-one would seem to have sounded out the AWACS cost/availability already, especially as this seems to be the most likely eventual purchase, nine years late. But at least we are now in sight of the denouement. The ministry seems to have found a way out of the pit - albeit at yet further cost.

This week's announcement by the Defence Secretary, Mr George Younger, that the ministry is tightening up its procurement procedures may go some way towards ensuring that the Nimrod story will not be soon repeated. A reduction in the system of interim payments - under which firms have in the past received up to 100 per cent of their costs before completion is long overdue. But we will need to see even this small reform in action before we believe it.

### VIOLENCE IN THE LECTURE HALL

Student politics have long been quiet. The overheated attention once paid to campus politics evaporated years ago. The National Union of Students has recently devoted itself more or less usefully to straight interest-group representation, in the course of which it has rightly had plenty to say about students' living standards.

The recent spate of thuggery and verbal abuse in universities is perhaps anomalous. But the disruption of visitors' speeches and lectures cannot therefore, as some vice-chancellors might wish, be set on one side. The conditions in which speech is possible reach to the heart of academic life itself. The very act of teaching, the very acquisition of knowledge, depend on silence in the lecture hall, and respect for the podium.

An out-of-hours talk by an accomplished politician (Mr John Carlisle deserves no less a title) is one thing; if billed as a public meeting the rules might stretch to allow at the most some heckling. But a private meeting on a campus deserves the fullest internal protection. An academic lecture has absolute privilege. Disruption is an act of intellec-

tual vandalism as dangerous as any other effort to truncate learning and the exchange of opinion. That is why the treatment this week Professor John Vincent at Bristol University is, if anything, worse than the harrumphing of Mr Carlisle and other MPs.

Professor Vincent's extracurricular activities are irrelevant. Preventing his teaching about late nineteenth century politics was to disrupt the instrument of higher education itself, the academic lecture.

The response of the universities has shown a due concern. The circular on freedom of speech and lawful assembly, issued by the vice-chancellors in December, deserved its re-issue this week. It states, appropriately, the practical difficulties of policing large and open campuses and the vulnerability of student meetings to incursions from outside. (There is little doubt that the attack on Mr Carlisle at Bradford had nothing to do with students.)

Yet writing elegant codes and dealing with complicated situations are different things. There can be no general prescriptions, which is why the attempt by backbench Conser-

vatives to impose a statutory duty on universities to maintain discipline is futile. Events yesterday in Leicester where Mr Carlisle was speaking showed the value both of good local planning, involving a police presence, and good relations built up over time between university authorities and student organizations. There was a demonstration; it would be a bland campus where there was not one. But it did not interfere with Mr Carlisle's unchallengeable right to speak.

The mettle of other vice-chancellors has yet to be tested. York University is bringing legal suit against its student union, a case that may well establish useful precedents. At Bristol it is now the duty of Sir John Kingman and his colleagues to ascertain what subjected Professor Vincent to assault. If the culprits are Bristol students, no leniency should be shown and no excuse of juvenile irresponsibility should be considered. For until the universities are seen to be using the powers which they undoubtedly have to maintain academic order they must continue to suffer unwanted public attention.

### MR GANDHI'S HARD ECONOMIC ROAD

February 1986 will be remembered as India's month of awakening. Until now the euphoria generated by Mr Gandhi's much praised economic liberalisation has clouded any appreciation of the costs involved. Both in India and abroad the changes have been welcomed and many have even allowed themselves to predict that India's promised transition to the 21st century has begun. But the recent demonstrations against rising prices in Bombay, Calcutta and Delhi and the 10,000 arrests outside parliament have dispelled that cosy illusion.

Traditionally in India, political parties have pursued populist policies and symbolic gestures. Socialism with its tempting allure of equality has so far proved irresistible. In its name taxation has been raised, government extended, individual initiative stifled and the myth of collective public sector endeavour created. Yet far from securing salvation these policies have nurtured India's predicament. When he came to power in 1984, Mr Gandhi inherited industries that were overmanned and unproductive, a black market that was ceaselessly fed by the lack of opportunity outside it and a tax structure so severe that it crippled the innocent.

It was to tackle this that Mr

Gandhi adopted his economic policies. On the personal level he reduced taxes, abolished death duties and placed bank interest outside the exchequer's reach. The aim was to give the individual the full benefit of his hard earned salary and savings. At the corporate level Mr Gandhi sought to encourage production. He liberalised import restrictions, listed licence requirements in several key growth sectors and committed his government to a five year fiscal policy which would assist business development.

What Mr Gandhi's policies amount to is an attempt to secure economic growth, led by the private sector, which will percolate downwards to alleviate the general wretchedness of India's population. To do so they rely on individual or corporate enterprise encouraged by government policy. They are therefore a form of Indian capitalism even if for understandable political reasons Mr Gandhi cannot admit to it.

The problem, however, is that whilst such policies make sound economic sense and are probably the only way to cure India's malaise, they conflict with the political reality of the country. The immediate advantages accrue to a five per cent minority. They are the beneficiaries of tax cuts; they

will be the business and professional classes in whose favour disparities will at first grow. The burden, however, will hit everyone equally; which is to say that in the absence of any compensating gain it will hit the poor disproportionately.

Last May when Mr Gandhi altered the balance of taxation away from direct to indirect payment it was the urban working classes that were hardest hit by the price jump. This month when prices rose again to reduce the massive trade deficit created by the new import regime the same people were first in the receiving line.

Not surprisingly, the opposition have been quick to exploit the resulting discontent. In the process they have helped to delineate the political costs that Mr Gandhi's economic policies entail. Last week's demonstrations are their result and if Mr Gandhi sticks to his policies there are bound to be more. Worse still the disaffection may also spread through his party, many of whose members have grown fat on the opportunities for graft previously available.

In walking down his chosen economic path Rajiv Gandhi runs grave political risks. He is showing courage. It is important that he succeeds. He deserves the support of all India's friends.

### LETTERS TO THE EDITOR

#### Shielding victims in rape cases

From Mr Martin Wright

Sir, Yes, it is an anomaly that rape defendants' names should not be published (reports, February 17, 18, 20, 22). The solution, as Professor Nigel Walker has previously advocated, is that no one's name should be dragged through the mud before he or she has been proved guilty. In West Germany, even the scandal rags refer to defendants only by their initials; their reporting loses nothing in salaciousness, if that is what some of our newspapers are afraid of. In Sweden the same practice is followed, with the commonsense exception of defendants who are so well known that anonymity is impossible; I understand that there the principle is upheld, not by law but by the journalists' code of ethics.

In one way, however, we have too much restriction. Twenty years ago it was recognised that

full reporting of criminal proceedings could prejudice a fair trial, but the Criminal Justice Act 1967 got it the wrong way round. It would be a better safeguard of the freedom of the Press to report the proceedings, but to withhold the name of the defendant - with the option, as now, of removing reporting restrictions.

While we are about it, we should also put an end to the unfair and objectionable practice of publicising to the world that some offender, whom the media have deemed "newsworthy", has completed his or her prison sentence and is going to try to start a new life. The newshounds who camp round the prison gates on these occasions, so that the hunted individual has to be smuggled out, demean only themselves.

Yours sincerely, MARTIN WRIGHT, 19 Hillside Road, SW2.

#### Hidden reserve of Cornish tin

From Professor Emeritus J. Sutton, FRS

Sir, One or two days' production of North Sea oil and gas is worth as much as a year's production of tin from Cornwall. But if there is sufficient tin concealed below Cornwall to maintain current production for 200 years the country has an asset not to be sneezed at, as valuable as a year's North Sea output.

Within the EEC only Britain and the Iberian peninsula have tin. The USA has virtually none. We know only three ways of mining tin: find alluvial deposits, the debris of eroded lodes; follow lodes exposed at the surface downwards; search for concealed lodes underground.

To find concealed tin deposits is as difficult as locating oil. We have only recently learnt the art. For 99 per cent of the time Cornish tin has been worked there was no way of doing this. The postwar revival of tin production in Cornwall results from industry's use of diamond drilling, geochemical and geophysical prospecting to locate deep lodes previously unobtainable.

Costs in this new venture have been correspondingly high. In due course every other tin field will have to follow Cornish enterprise or go out of business as deposits exposed at the surface are exhausted. Their costs will rise as they, too, are driven to seek concealed tin lodes.

If there is a large concealed resource of tin below Cornwall it should be workable at a profit for much of its life. At present we do not know the extent of tin mineralisation below south-west England, though geophysical evidence indicates that granite, the source of lodes, extends at depth from Dartmoor to the Scillies.

We should have the courage to take a long-term view of Cornish mining. The last decade was profitable, but the outlook for the next decade is bleak. Why not regard the next ten years' mining as exploration of a national resource? Supplement this by pooling all geological knowledge of south-west England to establish how much tin may be present.

Yours faithfully, J. SUTTON, Imperial College of Science and Technology, London SW7, February 26.

#### Bilingual learning

From the Headteacher of North Westminster Community School

Sir, Your Education Correspondent is right to draw readers' attention (report, February 14) to the shortage of Russian textbooks but it is only one small indicator of a much larger issue which you have failed to report on: the almost complete deafness to the needs of bilingual learners and the myopic policies towards languages education at all levels in the country.

The world is multilingual; the UK is now multilingual. However, we have had no lead from the Department of Education and Science on criteria for adjusting the curriculum to the needs of a multilingual society.

In a startlingly monolingual education system it is not surprising that the Secretary of State recommends that "mother-tongue" teaching should be left to families and community groups. His predecessor even issued an official DES paper ("A Framework for the Curriculum") which used the phrases "modern

languages" and "European languages" synonymously; his advisers had perhaps not noticed the world's other modern languages!

The problem is not really the shortage of Russian textbooks; indeed there are no Arabic textbooks for the secondary level at all, and yet we should certainly be teaching Arabic today. The real trouble is the failure to consider the languages of the world in education and to build on our marvellous riches of bilingual children in many schools.

Many of the young bi- (or even tri-)lingual students in this school put monolingual anglophones like me to shame - as I venture to suggest they would many of your readers. Why is there no national policy about bilingualism in education?

Yours sincerely, MICHAEL MARLAND, Headteacher, North Westminster Community School, Marylebone Lower House, Penfold Street, NW1, February 15.

#### Water charges

From Sir Anthony Alment

Sir, I wonder if Eldon Griffiths (February 17) is right in thinking that the majority of British people will welcome paying for their water, like gas and electricity, on a metered commodity basis.

Having been amongst the small minority of domestic users with a metered supply for 26 years I have been able to calculate the gross inequities resulting from my charges based on rateable value.

If ever there was an example of hidden taxation by one user subsidising another that was one. Section 30 of the 1973 Act required elimination of such discrimination by 1981, and although my (Anglian) water authority met this deadline by introducing a two-part tariff for water, the changes for sewerage rates were not completed until 1983.

Metering has only been recommended to customers if they can see that as an advantage. The redistribution of costs between all kinds of users is bound to increase the contribution from lower-rated households; is it really likely the majority will welcome metering to discover their fair share?

Yours faithfully, A. ALMENT, Winston House, Bournemouth, Northampton, February 18.

#### Barristers' fees

From Mr Timothy Lawrence

Sir, With what quaint logic does Mr Lincoln (February 21) seek to beguile your readers? If the legal profession requires rationalisation (a view with which I agree) and the public are entitled to the best advocates, surely it must follow that the public, who are to pay, may choose who they think is the best advocate rather than being told by Mr Lincoln who that is to be.

The call to the Bar does not, I regret, bestow any marked signs of advocacy. My own observation is that a few barristers are excellent advocates, many are adequate and a number are abysmal, even with an incomprehensible grasp of the English tongue.

Solicitors already deal with the overwhelming volume of advocacy throughout the length and breadth of the land in the magistrates' and county courts and before tribunals and do so to general public satisfaction. Perhaps the public rather than the Bar should be asked if the area of this satisfaction should be allowed to increase. But after all, the successful solicitor always has to send those cases that he is too busy to deal with to a barrister, so Mr Lincoln will always be needed! Yours faithfully, TIMOTHY LAWRENCE, Claude Hornby & Cox, 35 & 36 Great Marlborough Street, W1.

#### Cricket violence

From Mr Alan Hewitt

Sir, According to your Cricket Correspondent (February 24) the West Indies were technically guilty on February 23 of bowling more than 100 no-balls which, if called, would have swelled the England total to over 250. So, as the England captain suggests, perhaps the difference between the sides is not so great as the scores indicate.

It is a matter of regret that Botham, and to a lesser extent Thomas, should have been disposed to adopt tactics similar to those deployed by their opponents.

I venture to suggest that during the remainder of the tour or until such time as the umpires apply the rules, England should refrain from even the occasional use of the "bouncer" and in this way dem-

onstrate how cricket can be played to the proper enjoyment of all concerned.

One likes to think that example might have some beneficial effect. Yours faithfully, ALAN HEWITT, Hawthorns, 102A Westhall Road, Warrington, Surrey, February 25.

From Mr Ivan Lawrence, QC, MP for Burton (Conservative)

Sir, Since the BBC and ITV are refusing to pay for coverage of the English cricket tour of the West Indies, does this not mean that Winston Churchill's Bill against TV violence is already have a beneficial effect? Yours faithfully, IVAN LAWRENCE, House of Commons, February 25.

#### GATT diplomacy

From the Legal Advisor to the Director-General of the General Agreement on Tariffs and Trade

Sir, Sarah Hogg's commentary (February 17) on the prospects for the next round of GATT multilateral trade negotiations did considerable disservice to panelists who attempt to settle disputes between trading nations under the auspices of the General Agreement. To refer to "inter-embassy staff" serving on panels "in the intervals between meeting dignitaries at airports" is both unfair and, quite simply, wrong.

There is no greater concentration of expertise on GATT law than here in Geneva; it resides in the missions of the contracting parties and in the GATT Secretariat. The experts chosen, by the disputants themselves, to sit on dispute panels are economic specialists with a wealth of knowledge and experience of GATT. The chairmen of the panels are

almost always ambassadors and other panelists are regular senior officers. In many cases they have repeated postings to Geneva because this kind of diplomatic work is extremely complicated and countries need the most effective representation they can get.

The commentary states that the panel decisions "do not build up into a proper body of case law". On the contrary, the work of these panels over the past 38 years has given us an international commercial jurisprudence unequalled in scope - and certainly unique in nature. It is contained in some 30 or so volumes. Today's panelists refer back to cases as much as 20 years old and I have little doubt that in a few years from now tomorrow's panelists will be looking back at GATT case law being created now.

It is true that the GATT dispute settlement procedure has had its problems in recent years - any procedure of this kind can be improved. However, as was made

#### Odour of sanctity

From Mr M. G. Ollizar

Sir, Whitehall's proposals to rationalise the Sunday trading laws may well result in local authorities exercising "local options".

It is to be hoped that none of these authorities will emulate the then Holborn Board of Works who were reported (*The Sunday Graphic*, June 17, 1875) as spraying Leather Lane on Sundays with a mixture of water and carbolic acid. The ensuing odour was meant to discourage street trading. Yours faithfully, MICHAEL GEORGE OLLIZAR, 60 First Avenue, Morlake, SW14, February 23.

### ON THIS DAY

FEBRUARY 28 1933

The burning of the Reichstag was undoubtedly the work of an arsonist. The identity of the perpetrator is still a subject of controversy. In September, 1933 a commission of inquiry in London, presided over by an "international committee of jurists and technical experts", found that the German parliament building had been set on fire by or on behalf of the Nazi Party. In December four communists, together with Marinus van der Lubbe, a feeble-minded Dutchman, were brought to trial. The communists were acquitted; van der Lubbe was found guilty and executed on January 10, 1934.

### REICHSTAG ON FIRE INCENDIARY ACT SUSPECTED

From Our Own Correspondent

A fire broke out in the Reichstag at 9 o'clock to-night - the eve of Carnival - and spread rapidly. By 9.30, when 10 fire brigade units were at work, the large central cupola was burning fiercely, but an hour later the outbreak had been brought under control. The fire is believed to have been the act of an incendiary.

Your Correspondent, who by chance was passing the Reichstag shortly after 9 o'clock, saw the central dome surrounding the rectangular Parliament Building, with its four corner towers, blazing furiously - a beacon which must have been visible for miles. The main seat of the fire was in the large wood-paneled Parliament Chamber beneath the dome. The entrance and lobby were unscathed, only the vanguard of the great force of firemen and policemen which afterwards arrived were then there, and your Correspondent, making his way into the building, found the central Chamber a mass of flames reaching high up into the dome. The Speaker's tribune, also constructed of wood, blazed furiously.

Captain Göring, the Nazi Commissioner of the Prussian Ministry of the Interior, arrived at this moment from the Speaker's official residence nearby, and made his way to the blazing chamber, over which he had presided in two short-lived Reichstags. On the way he pounced on a newspaper man telephoning to his editorial office, and this man was considerably startled by the appearance and sharp questions of his massive

captain. Satisfied after a few searching questions that his captive was not an incendiary, Captain Göring ordered the expulsion of the Press from the Reichstag.

**SIMULTANEOUS OUTBREAKS**

The police officers on duty within the building stated that the fire had broken out simultaneously in four or five different places, including the cellar. They stated that a man had been arrested within the Reichstag, and that the first cursory examination had suggested that he was a Dutch Communist.

In the course of the next 20 minutes fire-engines from all parts of Berlin came tearing through the Tiergarten, and hundreds of police in lorries and on horseback arrived and cleared the streets. The firemen quickly ran hoses through the main entrance and lobbies and ladders up the outer walls. There were over 20 engines in the immediate vicinity of the Reichstag, and masses of water, some of it from the Spree, which runs past the building, were pumped into the central chamber. In a short space of time the worst of the fire had been overcome; the glow paled from the dome, leaving a smouldering and smouldering metal framework and clouds of smoke which went drifting into the Tiergarten. By 10.20, when Herr Hitler, the Chancellor, and Herr von Papen, the Vice-Chancellor, arrived to inspect the blackened wreck of the main chamber, the fire was under control, though there is still some anxiety for the dome.

The Telegrapher Union reports that about 30 different causes of fire were discovered, consisting of partly-burned rags and wood shavings. The heaps of material had apparently been set on fire with a torch. A policeman who was on duty before the Reichstag at the time of the outbreak relates that he saw behind a pane a figure moving with a torch and fired his revolver, without apparently hitting anybody.

**Meaningful terms**

From Mrs M. Duncan Hollowood

Sir, Estate agents sometimes achieve miracles of understatement. I once looked at a house where the garden, a wilderness of has-been flowerbeds, listing pergolas, crumbled potting-sheds and other ecological niches, was described in the literature as "seasonally overgrown".

Yours sincerely, MARJORIE DUNCAN HOLLOWOOD, Blackmoor Paddock, Stanley Green, Surrey.

From Miss Katharine Butler

Sir, Should any of your readers think to picnic at a civic amenity site near Wareham, Dorset, let them be warned - they will find the district rubbish dump. Yours faithfully, KATHARINE BUTLER, 3 Hardy Road, Wareham, Dorset, February 20.



THE ARTS

Television Curious class of pursuit

When the SDP was launched under the gourmet aegis of Roy Jenkins, it became known in some circles as the Wine and Cheese Party. The constituency that The Fishing Party (BBC2) would like to represent is somewhat different: an identikit of their ideal citizen would be a rather obese Empire loyalist who was properly spanked in childhood.

This Forty Minutes documentary was first proposed by its most egregious subject, a bullish, late-thirties, half-million-a-year commodity broker ("We're selling something we haven't got in the anticipation of buying it back cheaper") named Guy Cheyne, who suggested filming the fishing trip that he and three pals took in the Pentland Firth last October, hot on the trail of the world's largest skate: the unspeakable in pursuit of the highly edible.

One presumes that none of them knew, at the time the film unit was recording the expedition itself and the toney "lifestyle" clips at their houses, clubs and businesses, that the footage would be overlaid not just with their platitudinous political opinions but also with radio news bulletins about unemployment, South Africa and the Tottenham riots. This crude device worked only once, when Mr Cheyne commented "The British are very, very loyal... [the rioters] will always believe in their country" - an observation which wins his Golden Ostrich award for purling naivety. A later shot of the tumble boatman munching his miserable Wonderloaf sandwich while the geons scooped lobster claws on the heaving deck seemed to gild an already overdecorated lily. What the programme needed was a confrontation between these parodic Blimps and what journalists call "real people": those, in other words, who do not fit into a trite division of nobles and yokels. But perhaps the subjects of this curious essay never meet them.

Martin Cropper

Cinema

Invention and skill blossom out on a shoestring budget

Out of Order (15) Cannon Tottenham Court Road

Car Trouble (18) Cannon Oxford Street, Cannon Street

Shaker Run (15) Cannon Oxford Street

Forbidden (PG) Cannon Baker Street

In Out of Order the disaster movie meets the Kammerpiel. Its Swiss-born director Carl Schenkel claims that he arrived at his subject by asking himself what would be the cheapest kind of story to shoot. He came up with the idea of four people trapped in a lift, and from this developed the story with the writer Frank Göhr, who has since turned it into a novel.

Inevitably the film did not turn out quite as cheap and simple as it promised: you cannot conveniently get a camera crew into an ordinary lift, and studio sets had to be built. Yet, even after escalation of the cost through obligatory inconveniences like studio fires and pregnant leading ladies, this taut little drama was achieved on a budget derisory in comparison with the minimum requirements of any Hollywood production. There is always satisfaction - as well as a salutary lesson for our own film industry - in productions like this which work through inventiveness and skill rather than the huge casts, scenic display and special effects of an Earthquake or Poseidon Adventure.

With a rowing boat rather than a ship of fools, Schenkel observes the familiar conventions of the style: the four people trapped in the lift of an office tower all prove, under extreme stress, to be rather different from their first appearances. There is a successful executive whose confident superiority collapses, and his girlfriend whose disillusion in the man is confirmed in this night of confinement. A pathological, anti-social young punk reveals reserves of courage; and a vague memory of

Stagecoach) a reserved and respectable little man turns out to be a fleeing embezzler.

There are no surprises, but Schenkel sustains the interest with progressive character revelation and well-managed suspense sequences including all the traditional devices of fraying ropes, disintegrating machinery and hand-to-hand struggles above the abyss of the lift shaft.

His four principal actors admirably meet the demands placed on them; and people who enjoy historical connections will like to know that Götz George, who plays the executive, is the son of Heinrich George, a legendary figure of German film history. Rotund and moustached, Heinrich George first appeared on the screen in 1913, is perhaps best remembered as the foreman in Metropolis, but later worked in Nazi propaganda films like Hitlerjunge Quex and Jude Süss. He died in a Soviet prison camp when his son, named after one of his favourite stage roles, was eight.

Entrapment also figures in Car Trouble, whose pièce de résistance is a long sequence in which a pair of fornicating adulterers find themselves inextricably trapped in the act by a muscular spasm. With the corollary of the crowd that gathers to admire the spectacle, this is a favourite and venerable sexual anecdote, though it has probably never before appeared on the screen.

Schoolboy rudery plays a large role in what turns out as spiced-up sitcom. It is possible that the writers, James Whaley and A.J. Tipping, originally had larger ambitions. There is a real effort to detail the suburbia of semi-detached, garden gnomes and the Sunday rituals of lawn-mowing and car-cleaning. The problems of a discontentedly married couple, on the verge of middle age, mostly arise from the aspirations of a medicine conditioned lower middle class. She dreams of being a soap-opera heroine; he fulfills his ambitions when he buys a crimson Jaguar to impress his friends. The car compounds their problems, inciting him to the sin of pride and her to lechery, and providing both cause and setting of the lady's embarrassing predicament.

The film's essential shortcoming is want of generosity. In low comedy it is necessary to some extent at least to love the people as you laugh at them; but in this case writers, director



Collapse of confident superiority: Götz George (left) as the executive struggles with Wolfgang Kieling's embezzler in Out of Order

(David Green, a new arrival from television) and players all convey a deep distaste for the folly, deception and meanness of this act. They are only redeeming quality is that they are represented by two ordinarily sympathetic players, Julie Walters, her grimacing getting more and more like Hylda Baker, and Ian Charleson, who approaches comedy with a deadpan style which might do well in a kindlier sort of film.

There is more car trouble in Shaker Run, a hit-and-miss action adventure from New Zealand, with an American star, Cliff Robertson. (He has not worked much in Hollywood since he mentioned to the police that a studio chief had forged his name on a cheque and so embarrassed the movie capital with the much-publicized scandal recorded in David McClintock's Independent Exposure, a True Story of Hollywood and Wall Street.) A stunt driving team on their luck (Robertson and Leif Garrett) undertake a driving assignment for a research scientist (Lisa Harrow) who is making off with a deadly virus in order to prevent its use as a biological weapon. Since her intention is to hand it over to some shady CIA people, it all seems a case of the frying pan and the fire.

Not that the story makes much sense; it is the dramatic New Zealand scenery and the cars that count. Every

possible variation of the car-chase has been explored in the 18 years since Bullitt introduced this tediously durable vogue, and the director Bruce Morrison cannot contribute anything new. In the very last moments of the film however he earns points for sheer extravagance with a succession of vehicles hurling themselves lemming-like off a cliff edge, to explode on the rocks below.

There is something about teleplays that is unmistakable. It is not poverty of resources - Forbidden is quite ably staged in Berlin locations, even if the smoking ruins of 1945 look like stage sets - but a sense of superficiality and flimsiness in the writing. Directed by Anthony Page, Forbidden is scripted by Leonard Gross from his own book, The Last Jews in Berlin. It is apparently based on the true story of a German countess who had her Jewish lover throughout several years of the war; but the authenticity of the original story cannot in itself lend credibility to the characters played by Jacqueline Bisset and Jürgen Prochnow, who behave with an indiscretion quite inappropriate to the dangers around them. The film's best moments are provided by Irene Worth as the Jew's fatalistic mother, and an eerie encounter with a professional Jew-catcher.

David Robinson

Jazz Patterns of relish

George Russell Logan Hall

Getting on for 40 years after he opened his account by writing a couple of sizzling pieces for Dizzy Gillespie's legendary bebop big band, George Russell is making his first appearances in Britain on a tour which began to an ovation in Bloomsbury on Wednesday evening.

Leading a 14-piece orchestra consisting of three Americans (a pianist, a bass-guitarist and a drummer), one Dane and one Canadian (the trumpeters Palle Mikkelborg and Kenny Wheeler) and nine young Britons, Russell presented a programme covering almost every stage of a rich career devoted to the theoretical exploration and practical celebration of jazz.

En route to becoming one of the most eminent of living jazz composers, Russell invented a system known as the Lydian Chromatic Concept, a set of harmonic blueprints which, although it never gained general currency, gave his music a characteristic tart flavour. More recently he has been propagating something called Vertical Form, to do with the relationship between the music's various layers. He was once a drummer, and Vertical Form has re-emphasized the rhythmic content of his compositions to such a degree that the most immediately striking aspect of Wednesday's concert was his clear relish of patterns drawn from African music and from rock.

Cleverly devised and engagingly presented, the evening began with "Cubana Be/Cubana Bop", from the Gillespie band book, and travelled through the still absorbing 1950s modernism of the multi-themed "All About

Rosie" before alighting, astonishingly, on a piece inspired by a recent record by the New York scratch disc-jockey, Grandmaster Flash. Drums crashed, a guitar howled and synthesizers raged, taking us far from the crisp miniaturism of Russell's celebrated Jazz Workshop of the Fifties - until the expressionistic tonal distortions of Chris Biscoe's bass clarinet pierced the swirling murk.

Russell's latest extended work, The African Game, occupied most of the second half, beginning with the soft whirring - like insects in a heat haze - of four small portable pencil-sharpener before resorting to more conventional methods of depicting exotic worlds. Between bouts of therapeutic rowdiness, several memorable events occurred.

Mikkelborg used his unimaginably sumptuous tone to construct an enraptured solo accompanied only by occasional guitar phrases; Courtney Pine, the tenor saxophonist, overcame his tendency towards youthful overstatement in a ballad section that encouraged the evocation of a calm stoicism; Django Bates executed a lingering synthesizer coda that suggested a vista of endless and immemorial deserts.

As a closing jeu d'esprit, a unison transcription of Miles Davis's solo from the classic "Milestones" was set against an outrageously funky riff, Mikkelborg further disarming Davis's phrasing in a solo that not only paid tribute to its source but also spoke eloquently of Russell's ability - the gift of a true jazz composer - to guide and inspire the improviser. And never will I forget those electric pencil-sharpener.

Richard Williams

Theatre

On the Black Hill Taliesin Arts Centre, Swansea

Can theatre avoid romanticizing the peasant life? No freezing cowsheds, mind, no appalling stench. On the Black Hill, adapted for the stage by Charles Wray from Bruce Chatwin's award-winning novel, is a fairly precious, fairly late contribution to the Hovisland nostalgia-boom: corduroys and braces, derry-down singing, collarless shirts, simple country folk.

The Jones family in their farmhouse smack on the Wales/England border are a quasi-Laurentian bunch: elemental Dad, middle-class Mum, hoity-toity daughter and identical twin sons, one of whom shows early his predilection for baking cakes and dressing in Mum's clothes; Dad, unamused, is more concerned with an acrimonious boundary dispute.

The first act has already been worked on since the Made in Wales company opened their tour a fortnight ago, but it still needs cutting, if not to say scything. The piece

achieves a measure of dignity in Act II, with the welcome arrival of an historical framework. Two set pieces at the beginning and end of the First World War - a church-hall recruiting drive and a desperately ironic Hail the Heroes fete complete with cripples - bracket the story of twin Benjamin's maltreatment as a fundamentalist conchise; meanwhile, on another part of the stage, twin Lewis (exempted for the duration for essential farm work) winces in telegraphic sympathy with every thump of the bullies' fists.

Andy Rivers and Sion Tudor Owen play the identically dressed twins as a kind of unimbal double act, mostly blank and undemonstrative though at times bursting into well-observed disharmony. John Surman turns in a nicely contrasted pair of preachers, the singing and musical accompaniment are finely rendered, and Brian Williams's lighting is resourceful. But Jamie Garven's measured production reeks of sincerity, and sincerity, one might argue, belongs to Arts Centres and not to Art.

Martin Cropper

Opera Enjoyably breezy

Il barbiere di Siviglia Covent Garden

The spacious severity with which Michael Hampe's production endows Il barbiere di Siviglia at Covent Garden might seem more suited to Mozart's enlightened humanity than to Rossini's artifice, but it does provide an appropriate context for the new Rosina of Kathleen Kuhlmann.

On Wednesday night she began rather uneasily, perhaps nervous or trying too hard. There were fierce changes of colour in "Una voce poco fa", and a couple of ill-advised fortes. But then, quite suddenly, the interpretation settled down, and Miss Kuhlmann showed the advantage of making Rosina a child of her time: a Romantic, capable of the most sensuous strains (notably those addressed to "Don Alonso" in the lesson scene) and behaving with seriousness. She retains the option of sheer effrontery through the ornamentation, but her Rosina is carried forward entirely by feeling and not by flirtatiousness.

Also new to the production, and indeed to the house, is Mikael Melbye as Figaro. He is a very lyrical rogue, singing with a free, fine radiance even though his voice is not enormous. He also beams with a geniality that is nicely unaffected: in a curious way, he keeps his innocence through all the plotting.

There was also to have been a new Almaviva, but John Dickie has flu and was replaced by Deon van der Wal, who sang the role last year when this production was new. His light voice sounded insufficiently supported for much of the time; there were moments when he almost broke into a falsetto. But as the opera neared its end he



Feeling rather than flirting: Kathleen Kuhlmann's sensuous yet serious Rosina

was singing with greater consistency, and it became easier to enjoy his interpretation of the count as a sensitive young man, a very fit companion for this Rosina and this Figaro. Ennio Dora returns as a Bartolo whose possessiveness is, for once, more grim than foolish, and John Tomlinson is again the splendid Don Basilio. Another refugee from the Coliseum Moses, Jane Eaglen, makes a happy house debut as Berta, throwing off her aria with lively warmth and confidence. Alberto Zedda, conducting his own edition, brings the wind forward to enjoyably breezy but closely detailed effect.

Paul Griffiths

Concert RPO/Thomas Festival Hall

Like many conductors with glossy international careers, Michael Tilson Thomas's style is nothing if not visually extrovert; unlike many of them, he is also an outstanding musician. His reading of Mahler's Fifth Symphony was at all points cogent, intelligent and articulated with spellbinding vividness. The last movement brought the house down, and deservedly so.

Just how good an orchestra the RPO are at the moment was demonstrated by the degree of control of phrasing and

ensemble which Thomas demanded, and which was almost always forthcoming: a startlingly quick tempo for the Rondo-Finale in no way unsettled them. The Adagio too sounded all the more beautiful for Thomas's refusal to sentimentalize the music, and the wonderful central Scherzo crackled with life from start to finish, with plenty of heroic horn-playing and genuine magic in the quieter moments.

All this was in particularly welcome contrast to a first half which, shall we say, a strange experience. Ivo Pogorelich's approach to the solo piano part of Franck's Symphonic Variations was relatively free of eccentricities and featured a nice range of tonal colours, complemented by the silky accompaniment which Thomas drew from the RPO's strings in the slow central section. But obviously Pogorelich's intention was simply to get extraneous things like accompaniments out of the way.

Malcolm Hayes

With Thomas safely off the stage and the orchestra helplessly marooned on it, he proceeded to deliver not just one but two encores, neither of them in any way exceptionally played. Pogorelich presumably thinks he is some kind of genius. On this evidence he has some growing up to do.

Malcolm Hayes

THE SEVEN STAGES OF THE RSC. Advertisement for the Royal Shakespeare Company's season, listing various plays and venues including Barbican Theatre, The Pit, Royal Shakespeare Theatre, Swan Theatre, and The Other Place. Includes details about ticket prices and booking information.



**Every day, millions of Americans can't resist sticking their tongues out at us.**

No one can touch Baskin-Robbins when it comes to selling ice-cream.

Last year over 300 million people bought their ice-cream through 3,000 Baskin-Robbins outlets.

They were also voted America's favourite fast-food chain for the third year running.

Obviously in the States they think Baskin-Robbins is as American as Apple Pie.

Which is hardly surprising as it's run entirely by Americans. But it's owned by Allied-Lyons, a British company.

The story is much the same with the Doughnut Corporation of America.

They provide the ingredients and the machinery for bakers to produce 15 billion doughnuts each year.

Yes, it too is owned by Allied-Lyons.

Then there is Tetley Inc. with its substantial business in iced tea, tea bags and coffee.

Together these companies contributed a mouthwatering £32 million to our record pre-tax profits of over £219 million last year.

**Allied-Lyons**  
GOING ON GROWING

مكثراً من الأصيل

2  
C  
Fi  
oi  
is  
le  
lie  
s  
ni  
V  
la  
h  
el  
as  
9  
sh  
ke  
9  
Lu  
m  
ch  
ol  
p  
ar  
ne  
D  
D  
n  
tip  
N  
p  
th  
E  
e  
u  
cl  
ob  
i  
pla  
M  
th  
H  
E  
C  
e  
a  
c  
r  
w  
h  
ie  
-d  
hd  
Y  
en  
pr  
O  
bl  
in  
ov  
Pr  
ye  
Fr  
m  
th  
C  
m  
th  
h  
p  
a  
o  
o  
B  
b  
d  
l  
k  
c  
d  
f  
r  
t  
r  
c  
t  
s  
t  
s  
s  
b  
r  
z  
A  
h  
p  
s  
a  
w  
p

son  
arning  
profit  
hult  
adual  
SI  
sold  
al vote  
iver in  
BASE  
ENDING  
RATES

FINANCE AND INDUSTRY

CBI calls for £1bn action after jobless hits peak

By David Smith, Economics Correspondent

Pressure is growing on the Chancellor, Mr Nigel Lawson, to announce a new jobs package in next month's Budget.

The February unemployment figures, published yesterday, confirmed that the underlying jobless trend has turned up again.

unemployment seen for much of last year," he said. The unadjusted total for unemployment, including school leavers, fell, as is normal in February.

published on the old basis. The March figures, which will be published in the middle of April, will be compiled two weeks later than at present.

Adult unemployment, after allowing for seasonal factors, rose by 4,800 to a new high of 3,210,100.

The February employment figures are the last to be published on the old basis.

of British Industry. said: "There is all the more reason now for the Chancellor to pay heed to the CBI's plea for priority to be given to measures to help the long-term unemployed."

The CBI proposals are for a £1 billion jobs package, to be matched by a similar contribution from business, to cut unemployment by 330,000 within two years.

In the autumn, ministers believed that the unemployment trend had flattened out. But the rise has averaged 14,500 a month over the last three months, and 5,000 a month over the past six months.

Regional policy created a total of 450,000 jobs in development areas between 1960 and 1981, according to a study carried out for the Department of Trade and Industry.

The most important policy instrument. But industrial development controls were the most cost-effective instrument.

The Charter for Jobs, the all-party pressure group established last year, said that the Chancellor should take up the recommendation of the Commons Select Committee on Employment for a guarantee of jobs for the long-term unemployed.

Lord Young of Graffham, the Secretary of State for Employment, was cautious in interpreting the figures.

The authors, all from Cambridge University, calculate that the average cost of creating these jobs was £40,000 each (measured at 1982 prices).

Providing 750,000 socially useful jobs over a three-year period would result in a net cost to the public sector borrowing requirement of £3 billion when the scheme is fully built up, the Charter for Jobs has calculated.

The Labour Party's Employment spokesman, Mr John Prescott MP, attacked the Government for the impending change in the unemployment figures.

But Imperial said that there were no new factors in the document for it to reconsider its rejection of the Hanson bid and recommendation of the United Biscuits bid.

Investment incentives were the most important policy instrument. But industrial development controls were the most cost-effective instrument.

However, the authors are careful to point out that the total measures only those jobs created in development areas, not the net effect of policies on employment in Britain as a whole.

Investment incentives were the most important policy instrument. But industrial development controls were the most cost-effective instrument.

Cameron-Webb may pay £1m to Lloyd's agency

By Alison Eadie

Mr Peter Cameron-Webb, the former Lloyd's underwriter who is alleged to have derived personal benefit of £6.5 million from the Lloyd's syndicates he managed, is at an advanced stage of negotiations for a settlement with Richard Beckett Underwriting Agencies (RBUA), the agency which took over the PCW syndicates.

Mr Cameron-Webb's settlement is believed to have the agreement of his wife, because the Long Island house is in her name. RBUA started legal action against Mr Cameron-Webb, Mr Peter Dixon, Mr Wallrock and others involved in the PCW affair in 1984.

Court, as is who receives the money. AUA3 is trying to find out if the names on former PCW syndicates are entitled to the money directly.

The settlement is believed to include the sale of Mr Cameron-Webb's house in Long Island, New York, and could involve Mr Cameron-Webb paying back \$1.5 million (£1 million).

A standstill agreement on any legal action to be taken by PCW names expires at the end of March and a decision on whether to commence litigation then or seek an extension of the standstill will have to be made.

Mr John Harvey-Jones: "ICI deserves higher share price"

ICI profit drops to £912m

By Clare Dobie

Imperial Chemical Industries' pretax profits last year dropped to £912 million from £1,034 million the year before.

Even so, the figures were slightly better than expected after poor results halfway through the year.

Fourth-quarter profits were £195 million, £13 million higher than in the previous three-month period.

ICI's share price rose 20p to 927p on yesterday's announcement but later fell back to 921p.

Mr John Harvey-Jones, the chairman, said exchange rate movements reduced profits by between £50 million and £70 million last year but the recent drop in the value of the pound against the mark, together with the recent fall in oil prices would help the petrochemicals and plastics business this year.

He argued strongly that ICI deserved a higher share price.

Merrill faces SE delay

By Our City Staff

Merrill Lynch, the large US securities broking house, may have to delay its proposed entry on Monday on to the Stock Exchange floor because of restrictions being enforced by the Stock Exchange Council.

The council has told Merrill Lynch that once its subsidiary, Merrill Lynch Equities, starts trading on the exchange, the parent company must stop trading in American Depository Receipts in world markets outside exchange hours - at least until October when the rules are to be changed.

The requirement to stop trading ADRs outside exchange hours appears to have come from smaller members of the exchange. Larger members, planning links with major financial institutions after big bang in October, are unlikely to be behind the move since the future partners of many of them trade ADRs as Merrill does.

The plan to allow Merrill on to the exchange at this stage is part of the so-called title bang.

Pound and dollar fall in volatile trading

By David Smith

The pound and the dollar both lost ground, particularly to the mark, in another volatile day in the currency markets. The pound closed in London below DM3.30 for the first time.

The sterling index fell 0.6 to 74.7, but the stock market rose, encouraged by improved export prospects and the likelihood of lower base rates next month. The FT share index rose 11.3 points to a new closing high of 1281.5.

The pound ended 60 points down, near the day's low at \$1.4632. But the dollar was generally weak, testing the DM2.20 level.

Comments by Mr Preston

Martin, vice-chairman of the Federal Reserve Board, helped the dollar. He denied that a further meeting between the US and other Group of Five members, to discuss the dollar's fall, was planned.

Money market interest rates in the US were generally lower, adding to speculation of an imminent reduction in the discount rate.

Oil prices were again weak and weighed on sterling. Brent crude for April delivery was below \$15 a barrel, a factor often associated with the pound's weakness against the mark.

Yesterday the pound fell 4 pence to a new low of DM3.29.

BHP stalls Holmes à Court bid

The bid by Mr Robert Holmes à Court, the Australian financier, to take over his country's biggest company was stalled yesterday after his target won a temporary court injunction.

Broken Hill Proprietary (BHP) successfully opened a last-ditch legal battle on several fronts to prevent Mr Holmes à Court's official offer from going out to the multinational group's 180,000 shareholders.

The South African-born businessman launched Australia's biggest takeover bid, worth almost A\$3.5 billion (£1.64 billion), three weeks ago.

Mr Holmes à Court, whose companies already hold almost 19 per cent of BHP, has bid for half of each BHP shareholding, a move which, if successful, would give him effective control.

But BHP yesterday won a temporary injunction restraining Mr Holmes à Court's company, Bell Resources, from taking any further action until a court ruled on two BHP cases relating to the bid.

most 19 per cent of BHP, has bid for half of each BHP shareholding, a move which, if successful, would give him effective control.

But BHP yesterday won a temporary injunction restraining Mr Holmes à Court's company, Bell Resources, from taking any further action until a court ruled on two BHP cases relating to the bid.

Mr Holmes à Court, whose companies already hold almost 19 per cent of BHP, has bid for half of each BHP shareholding, a move which, if successful, would give him effective control.

But BHP yesterday won a temporary injunction restraining Mr Holmes à Court's company, Bell Resources, from taking any further action until a court ruled on two BHP cases relating to the bid.

Mr Holmes à Court, whose companies already hold almost 19 per cent of BHP, has bid for half of each BHP shareholding, a move which, if successful, would give him effective control.

BSC expects first profit in 12 years

By Edward Townsend, Industrial Correspondent

The state-owned British Steel Corporation is on course to return to profitability for the first time in 12 years, but the incoming chairman, Mr Robert Scholey, warned steel workers yesterday not to expect profits to be used for paying higher wages.

As both the corporation and trade unions prepare for the opening of wage negotiations next month, Mr Scholey said: "We are a long way from putting profits into the wages bill. We need a robust cash flow to finance new technology and wages cannot be first on the list."

He said the BSC management regarded present private sector pay settlements as astonishing. "They cannot afford it any more than we can."

Last year, the craft and general unions in the steel industry agreed a national pay rise with the BSC, the first since 1981 following the corporation's move to implement locally-agreed deals. This gave a 3.25 per cent

increase on basic rates over 12 months and a 2 per cent consolidation of existing bonuses over 15 months.

The industry's main union, the Iron and Steel Trades Confederation, won a further 1 per cent on basic rates to lengthen the deal to 15 months and move the settlement date to April 1.

Sir Robert Haslam, the present BSC chairman who is to take over from Mr Ian MacGregor as chairman of the National Coal Board on May 1, said that since 1980-81 productivity had improved from 14.5 man hours to produce one tonne of steel to 6.7 man hours today. And from a peak of 220,000 workers, the corporation by next month would be down to a labour force of 61,000.

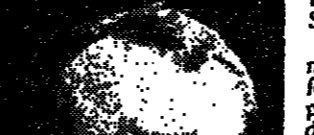
But, he said, unions and workers should be warned against complacency. "Just to be financially viable we need a profit of £200 million a year and that is the next yardstick we are looking for."

increased by only 17 per cent, Sir Robert said.

However, with a stronger mark - the marker currency for steel raw materials and end products - and a weaker dollar, the corporation had improved its position in the first three months of this year. With manufacturing at home still depressed, the BSC will now have to concentrate more on exports, particularly in the newly deregulated European markets.

Sir Robert urged the Government not to break up the core steelmaking business as a prelude to privatization in future years. But both he and Mr Scholey have emphasized that the corporation's costs could be cut substantially by concentrating output at fewer sites.

The Government has instructed the BSC to keep open all five integrated steelworks until the autumn of 1986, but after that the future of the Ravenscraig works in Strathclyde and of the Lanwern plant in South Wales remains in doubt.



Robert Scholey: warning against pay rises

In the first half of the current financial year, which ends next month, the BSC made a pre-tax, post-interest profit of £21 million but the third quarter was poor due to increased costs and currency.

Between 1980 and 1985, the corporation's costs rose by 35 per cent, but the selling prices

Executive Editor Kenneth Fleet

Lucky 13 for Bank's historic stock issue

Sterling's recovery against the dollar, and a rising US bond market, spared the authorities the embarrassment of not getting their historic issue of stock away. The £800 million of Conversion Stock 2005, announced on Tuesday and sold out yesterday, is, it will be recalled, the first conventional issue with a yield below 10 per cent for 13 years.

This, as the marketing men say, was the stock's unique selling proposition. But in the current mood of the gilt market, it would have taken something fairly dramatic to upset things. As it was, even a volatile foreign exchange market and news of still rising unemployment left the market in a good mood.

Demand for the stock, which went to a half-point premium, was widely spread. However, the pound's fall against the mark and yen has probably served to persuade foreigners to keep their powder dry for now. This makes the bulls think even better may be in store.

The partly-paid stock, with £20 payable on issue and the remainder in April and June, means that the Bank now has around £2 billion of calls outstanding. This is perfectly logical when set against the £4 billion of redemptions due in the April-June quarter but it is a situation, as Robert Thomas at Greenwells points out, which has on previous occasions led to the market falling on its face.

He suggests that net funding in 1986-87 is likely to be around £5 billion, compared with £3.5 billion to £4 billion this year and an average of £7.75 billion in the previous three years. Gross funding, assuming slightly less than a third of scheduled redemptions are in the hands of the non-bank private sector, needs to be £7.5 billion in 1986-87.

Peter Fellner at James Capel thinks that the authorities will take advantage of the market's more optimistic perception of the effects of lower oil prices and that more partly-paid stocks like yesterday's can be expected.

Neill at the double

The inquiry into regulatory arrangements at Lloyd's promises to be a thorough, yet swift, affair. Submissions must be in by March 27 and Sir Patrick Neill hopes to be able to report by the end of July.

The political pressure, which forced the Government to appoint the Neill inquiry, was directed largely at trying to bring Lloyd's into the ambit of the Financial Services Bill. But Lloyd's claims that having its own Act obviates the need for further legislation.

Sir Patrick, however, will not balk at recommending such a constitutional change if he feels Lloyd's is not providing as good protection for its names as the new legislation will provide for the rest of the investing public.

Sir Patrick is well aware of the differences between names, who ac-

cept unlimited liability, and the rather less exotic investor who buys unit trusts and life assurance. He is also keenly aware that he will be making comparisons with a moving target - the Financial Services Bill could be heavily revised between now and July.

The terms of the inquiry, as outlined by Sir Patrick yesterday, will include the areas of controversy that have dogged Lloyd's in recent months, the role of the chief executive and the composition and functioning of the ruling council. Mr Ian Hay Davison, the outgoing chief executive who resigned when he felt his independence was being threatened, will no doubt have some interesting contributions to make.

The three-man inquiry may also look at the flow of information from Lloyd's to the Director of Public Prosecutions. Suggestions that Lloyd's has not co-operated fully with the DPP in trying to bring offenders to court have infuriated Lloyd's.

Other matters to be examined, and of interest to PCW names, include the possible creation of a compensation mechanism for names who have suffered losses not arising from normal business.

Sir Patrick will be collecting views from Lloyd's, the names, members of Parliament, the Securities and Investments Board and interested parties in the City. Four or five submissions have already been received.

Sugar's sweet irony

S & W Berisford stepped in quickly yesterday to reassure the market that talks with the Italian Ferruzzi group were in their infancy. As well it might have done. For two regulatory issues of exactly the kind Mr Ephraim Margulies, the Berisford chairman, so much dislikes stand in the way.

The first involves the undertakings given to the Government about British Sugar. They covered running BSC as a separate company producing separate accounts, and no trading by Berisford of Tate & Lyle products. Will a privately-owned Italian company have to give the same undertakings? Tate & Lyle and the National Farmers Union undoubtedly will have some reflections on the matter.

The second issue is European. With BSC under its belt Ferruzzi could have 30 per cent of the European refined beet sugar market. Is this a dominant position within the meaning of EEC competition policy?

It would be ironic if shareholders grateful for an opportunity to bail out Berisford at anything near the going price found their escape blocked by the regulators. It would also be awkward for Berisford and Mr Margulies, whose attraction to suitors is unlikely to be enhanced by the long-delayed audited accounts from Spicer and Pegler.

Britain to boycott Opec talks

By David Young, Energy Correspondent

Non-members of the Organization of Petroleum Exporting Countries (Opec) have been invited to Geneva by the oil producers' cartel to discuss the collapse of oil prices.

The meeting will be held before the full Opec ministerial meeting, scheduled for March 16.

But Britain will not attend. The Department of Energy's view is that North Sea output is a matter for the operating oil companies, which should be allowed to set their own production schedules.

The most likely non-Opec participants will be Egypt, Mexico, Oman and Malaysia.

Mr Ali Akbar Velayati, the Iranian foreign minister, said yesterday the meeting would be open to all Opec members and non-Opec oil producers wanting to benefit from collective measures to halt the decline in prices.

North Sea crude prices have fallen by half since December to \$15 a barrel.

Although trading in the oil markets is reported to be extremely tight, as producers and customers await the outcome of the Opec ministerial meeting, the pressure on prices is still downwards with prices quoted yesterday for April delivery in the US again being just under \$14 a barrel.

Oil output up

Indonesia has raised oil output to about 1.35 million barrels a day from the 1.19 million quota set by Opec, according to a mines and energy ministry official.

The M&G YEAR BOOK 1986

In M&G's Year Book you'll find 40 pages of facts and figures about our wide range of investment schemes: unit trusts, pension plans, and savings plans.

Send for your free copy now

Please send me a free copy of the M&G Year Book 1986. To: The M&G Group, Three Quays, Tower Hill, London EC3R 6BQ, Telephone: 01-626 4588

STOCK MARKET

FT 30 Share 1281.5 (+11.3) FT-SE 100 1549.5 (+14.9) USM (Datastream) 115.37 (-0.33)

THE POUND

US dollar 1.4830 (-0.0060) W German mark 3.2923 (-0.0252) Trade-weighted 74.7

Hanson warning

Hanson Trust's offer document for Imperial published yesterday says that its £2.4 billion offer provides shareholders with more cash and more income than the United Biscuits bid.

Hanson's chairman, Lord Hanson, warns Imperial shareholders of the danger of UB's share price falling.

But Imperial said that there were no new factors in the document for it to reconsider its rejection of the Hanson bid and recommendation of the United Biscuits bid.

AAH profit

AAH, the distributor of pharmaceuticals and fuel, made a pretax profit of £11.8 million in the nine months to December 31, up from £6.7 million. Turnover advanced from £358 million to £715 million and the interim dividend rose from 2.668p to 2.94p.

Dealings halt

Share dealings in Vosper, the marine engineering company, have been suspended. An announcement is expected today. Last month the company said that it was winding up its main shipbuilding business in Singapore because of lack of work.

IBA refusal

The Independent Broadcasting Authority has declined to meet The Rank Organisation to discuss its decision that a Rank takeover of Granada Group would be unacceptable.

Broker sold

Union Bank of Switzerland will on Monday become the 100 per cent owner of Phillips & Drew, the stockbroker. At the same time the new group will become the owner of Mouldsde, the gilt jobber. A new subsidiary, Phillips & Drew Mouldsde, will be a recognized gilt market maker, capitalized at £25 million.

Bid talk

There was strong speculation in the stock market yesterday that Norton Opax may bid for its bigger printing rival, McCorquodale. Shares in McCorquodale closed 9p higher at 175p.

Crucial vote

Williams Holdings confirmed that it will not proceed with its offer for McKechnie if McKechnie's shareholders vote in favour of the acquisition of Newman Tonks at today's meeting.

Receiver in

Mr Richard Turton and Mr John Collins of the Nottingham office of Spicer and Pegler have been appointed joint receivers of J Barlow & Co (Nottingham), manufacturer of knitwear and socks. The receivers hope to sell the company, which employs 270, as a going concern.

BASE LENDING RATES

Table with 2 columns: Institution and Rate. Includes ABN, Adam & Company, BCCI, Citibank Savings, etc.

**WALL STREET**

New York (AP-DJ) — Share prices edged modestly higher in heavy trading yesterday as the blue chip index received a strong helping hand from the shares of Eastman Kodak and Union Carbide.

The Dow Jones industrial average closed up 4.24 at 1,696.90 after spending a volatile day swinging on both sides of Tuesday's closing level.

The finish fell short of a new record and the 1,700 mark, which traders said is proving to be a fairly strong resistance level. The blue chip indicator made its first intra-day probe above 1,700 on Monday, but it eased back to close at its record high of 1,696.28.

The index made two pushes above the 1,700 mark again yesterday, reaching a session high of about 1,704 with 45 minutes left in trading.

Market rates close

1 month 13.15-13.25  
3 months 12.75-12.85  
6 months 12.50-12.60  
12 months 12.25-12.35

1 month 13.15-13.25  
3 months 12.75-12.85  
6 months 12.50-12.60  
12 months 12.25-12.35

**STERLING SPOT AND FORWARD RATES**

Market rates close

1 month 13.15-13.25  
3 months 12.75-12.85  
6 months 12.50-12.60  
12 months 12.25-12.35

**DOLLAR SPOT RATES**

Market rates close

1 month 13.15-13.25  
3 months 12.75-12.85  
6 months 12.50-12.60  
12 months 12.25-12.35

**LONDON COMMODITY EXCHANGE**

Robber in p. coffee and cocoa in p. for tender

Robber in p. coffee 100.00  
Cocoa in p. for tender 100.00

**COMMODITIES**

Robber in p. coffee 100.00  
Cocoa in p. for tender 100.00

**NEW YORK STOCK EXCHANGE**

Symbol	Price	Change
AMER	50 1/4	+1/4
ASA	35 3/4	+1/4
AT&T	52 1/2	+1/2
AXP	44 1/4	+1/4
BA	104 1/2	+1/2
BK	10 1/4	+1/4
BOJ	10 1/4	+1/4
BR	10 1/4	+1/4
BS	10 1/4	+1/4
BUS	10 1/4	+1/4
CA	10 1/4	+1/4
CD	10 1/4	+1/4
CE	10 1/4	+1/4
CF	10 1/4	+1/4
CG	10 1/4	+1/4
CH	10 1/4	+1/4
CI	10 1/4	+1/4
CJ	10 1/4	+1/4
CK	10 1/4	+1/4
CL	10 1/4	+1/4
CM	10 1/4	+1/4
CN	10 1/4	+1/4
CO	10 1/4	+1/4
CP	10 1/4	+1/4
CQ	10 1/4	+1/4
CR	10 1/4	+1/4
CS	10 1/4	+1/4
CT	10 1/4	+1/4
CU	10 1/4	+1/4
CV	10 1/4	+1/4
CW	10 1/4	+1/4
CX	10 1/4	+1/4
CY	10 1/4	+1/4
CZ	10 1/4	+1/4
DA	10 1/4	+1/4
DB	10 1/4	+1/4
DC	10 1/4	+1/4
DD	10 1/4	+1/4
DE	10 1/4	+1/4
DF	10 1/4	+1/4
DG	10 1/4	+1/4
DH	10 1/4	+1/4
DI	10 1/4	+1/4
DJ	10 1/4	+1/4
DK	10 1/4	+1/4
DL	10 1/4	+1/4
DM	10 1/4	+1/4
DN	10 1/4	+1/4
DO	10 1/4	+1/4
DP	10 1/4	+1/4
DQ	10 1/4	+1/4
DR	10 1/4	+1/4
DS	10 1/4	+1/4
DT	10 1/4	+1/4
DU	10 1/4	+1/4
DV	10 1/4	+1/4
DW	10 1/4	+1/4
DX	10 1/4	+1/4
DY	10 1/4	+1/4
DZ	10 1/4	+1/4
EA	10 1/4	+1/4
EB	10 1/4	+1/4
EC	10 1/4	+1/4
ED	10 1/4	+1/4
EE	10 1/4	+1/4
EF	10 1/4	+1/4
EG	10 1/4	+1/4
EH	10 1/4	+1/4
EI	10 1/4	+1/4
EJ	10 1/4	+1/4
EK	10 1/4	+1/4
EL	10 1/4	+1/4
EM	10 1/4	+1/4
EN	10 1/4	+1/4
EO	10 1/4	+1/4
EP	10 1/4	+1/4
EQ	10 1/4	+1/4
ER	10 1/4	+1/4
ES	10 1/4	+1/4
ET	10 1/4	+1/4
EU	10 1/4	+1/4
EV	10 1/4	+1/4
EW	10 1/4	+1/4
EX	10 1/4	+1/4
EY	10 1/4	+1/4
EZ	10 1/4	+1/4
FA	10 1/4	+1/4
FB	10 1/4	+1/4
FC	10 1/4	+1/4
FD	10 1/4	+1/4
FE	10 1/4	+1/4
FF	10 1/4	+1/4
FG	10 1/4	+1/4
FH	10 1/4	+1/4
FI	10 1/4	+1/4
FJ	10 1/4	+1/4
FK	10 1/4	+1/4
FL	10 1/4	+1/4
FM	10 1/4	+1/4
FN	10 1/4	+1/4
FO	10 1/4	+1/4
FP	10 1/4	+1/4
FQ	10 1/4	+1/4
FR	10 1/4	+1/4
FS	10 1/4	+1/4
FT	10 1/4	+1/4
FU	10 1/4	+1/4
FV	10 1/4	+1/4
FW	10 1/4	+1/4
FX	10 1/4	+1/4
FY	10 1/4	+1/4
FZ	10 1/4	+1/4
GA	10 1/4	+1/4
GB	10 1/4	+1/4
GC	10 1/4	+1/4
GD	10 1/4	+1/4
GE	10 1/4	+1/4
GF	10 1/4	+1/4
GG	10 1/4	+1/4
GH	10 1/4	+1/4
GI	10 1/4	+1/4
GJ	10 1/4	+1/4
GK	10 1/4	+1/4
GL	10 1/4	+1/4
GM	10 1/4	+1/4
GN	10 1/4	+1/4
GO	10 1/4	+1/4
GP	10 1/4	+1/4
GQ	10 1/4	+1/4
GR	10 1/4	+1/4
GS	10 1/4	+1/4
GT	10 1/4	+1/4
GU	10 1/4	+1/4
GV	10 1/4	+1/4
GW	10 1/4	+1/4
GX	10 1/4	+1/4
GY	10 1/4	+1/4
GZ	10 1/4	+1/4
HA	10 1/4	+1/4
HB	10 1/4	+1/4
HC	10 1/4	+1/4
HD	10 1/4	+1/4
HE	10 1/4	+1/4
HF	10 1/4	+1/4
HG	10 1/4	+1/4
HH	10 1/4	+1/4
HI	10 1/4	+1/4
HJ	10 1/4	+1/4
HK	10 1/4	+1/4
HL	10 1/4	+1/4
HM	10 1/4	+1/4
HN	10 1/4	+1/4
HO	10 1/4	+1/4
HP	10 1/4	+1/4
HQ	10 1/4	+1/4
HR	10 1/4	+1/4
HS	10 1/4	+1/4
HT	10 1/4	+1/4
HU	10 1/4	+1/4
HV	10 1/4	+1/4
HW	10 1/4	+1/4
HX	10 1/4	+1/4
HY	10 1/4	+1/4
HZ	10 1/4	+1/4
IA	10 1/4	+1/4
IB	10 1/4	+1/4
IC	10 1/4	+1/4
ID	10 1/4	+1/4
IE	10 1/4	+1/4
IF	10 1/4	+1/4
IG	10 1/4	+1/4
IH	10 1/4	+1/4
II	10 1/4	+1/4
IJ	10 1/4	+1/4
IK	10 1/4	+1/4
IL	10 1/4	+1/4
IM	10 1/4	+1/4
IN	10 1/4	+1/4
IO	10 1/4	+1/4
IP	10 1/4	+1/4
IQ	10 1/4	+1/4
IR	10 1/4	+1/4
IS	10 1/4	+1/4
IT	10 1/4	+1/4
IU	10 1/4	+1/4
IV	10 1/4	+1/4
IW	10 1/4	+1/4
IX	10 1/4	+1/4
IY	10 1/4	+1/4
IZ	10 1/4	+1/4
JA	10 1/4	+1/4
JB	10 1/4	+1/4
JC	10 1/4	+1/4
JD	10 1/4	+1/4
JE	10 1/4	+1/4
JF	10 1/4	+1/4
JG	10 1/4	+1/4
JH	10 1/4	+1/4
JI	10 1/4	+1/4
JJ	10 1/4	+1/4
JK	10 1/4	+1/4
JL	10 1/4	+1/4
JM	10 1/4	+1/4
JN	10 1/4	+1/4
JO	10 1/4	+1/4
JP	10 1/4	+1/4
JQ	10 1/4	+1/4
JR	10 1/4	+1/4
JS	10 1/4	+1/4
JT	10 1/4	+1/4
JU	10 1/4	+1/4
JV	10 1/4	+1/4
JW	10 1/4	+1/4
JX	10 1/4	+1/4
JY	10 1/4	+1/4
JZ	10 1/4	+1/4
KA	10 1/4	+1/4
KB	10 1/4	+1/4
KC	10 1/4	+1/4
KD	10 1/4	+1/4
KE	10 1/4	+1/4
KF	10 1/4	+1/4
KG	10 1/4	+1/4
KH	10 1/4	+1/4
KI	10 1/4	+1/4
KJ	10 1/4	+1/4
KK	10 1/4	+1/4
KL	10 1/4	+1/4
KM	10 1/4	+1/4
KN	10 1/4	+1/4
KO	10 1/4	+1/4
KP	10 1/4	+1/4
KQ	10 1/4	+1/4
KR	10 1/4	+1/4
KS	10 1/4	+1/4
KT	10 1/4	+1/4
KU	10 1/4	+1/4
KV	10 1/4	+1/4
KW	10 1/4	+1/4
KX	10 1/4	+1/4
KY	10 1/4	+1/4
KZ	10 1/4	+1/4
LA	10 1/4	+1/4
LB	10 1/4	+1/4
LC	10 1/4	+1/4
LD	10 1/4	+1/4
LE	10 1/4	+1/4
LF	10 1/4	+1/4
LG	10 1/4	+1/4
LH	10 1/4	+1/4
LI	10 1/4	+1/4
LJ	10 1/4	+1/4
LK	10 1/4	+1/4
LL	10 1/4	+1/4
LM	10 1/4	+1/4
LN	10 1/4	+1/4
LO	10 1/4	+1/4
LP	10 1/4	+1/4
LQ	10 1/4	+1/4
LR	10 1/4	+1/4
LS	10 1/4	+1/4
LT	10 1/4	+1/4
LU	10 1/4	+1/4
LV	10 1/4	+1/4
LW	10 1/4	+1/4
LX	10 1/4	+1/4
LY	10 1/4	+1/4
LZ	10 1/4	+1/4
MA	10 1/4	+1/4
MB	10 1/4	+1/4
MC	10 1/4	+1/4
MD	10 1/4	+1/4
ME	10 1/4	+1/4
MF	10 1/4	+1/4
MG	10 1/4	+1/4
MH	10 1/4	+1/4
MI	10 1/4	+1/4
MJ	10 1/4	+1/4
MK	10 1/4	+1/4
ML	10 1/4	+1/4
MM	10 1/4	+1/4
MN	10 1/4	+1/4
MO	10 1/4	+1/4
MP	10 1/4	+1/4
MQ	10 1/4	+1/4
MR	10 1/4	+1/4
MS	10 1/4	+1/4
MT	10 1/4	+1/4
MU	10 1/4	+1/4
MV	10 1/4	+1/4
MW	10 1/4	+1/4
MX	10 1/4	+1/4
MY	10 1/4	+1/4
MZ	10 1/4	+1/4
NA	10 1/4	+1/4
NB	10 1/4	+1/4
NC	10 1/4	+1/4
ND	10 1/4	+1/4
NE	10 1/4	+1/4
NF	10 1/4	+1/4
NG	10 1/4	+1/4
NH	10 1/4	+1/4
NI	10 1/4	+1/4
NJ	10 1/4	+1/4
NK	10 1/4	+1/4
NL	10 1/4	+1/4
NM	10 1/4	+1/4
NN	10 1/4	+1/4
NO	10 1/4	+1/4
NP	10 1/4	+1/4
NQ	10 1/4	+1/4
NR	10 1/4	+1/4
NS	10 1/4	+1/4
NT	10 1/4	+1/4
NU	10 1/4	+1/4
NV	10 1/4	+1/4
NW	10 1/4	+1/4
NX	10 1/4	+1/4
NY	10 1/4	+1/4
NZ	10 1/4	+1/4
OA	10 1/4	+1/4
OB	10 1/4	+1/4
OC	10 1/4	+1/4
OD	10 1/4	+1/4
OE	10 1/4	+1/4
OF	10 1/4	+1/4
OG	10 1/4	+1/4
OH	10 1/4	+1/4
OI	10 1/4	+1/4
OJ	10 1/4	+1/4
OK	10 1/4	+1/4
OL	10 1/4	+1/4
OM	10 1/4	+1/4
ON	10 1/4	+1/4
OO	10 1/4	+1/4
OP	10 1/4	+1/4
OQ	10 1/4	+1/4
OR	10 1/4	+1/4
OS	10 1/4	+1/4
OT	10 1/4	+1/4
OU	10 1/4	+1/4
OV	10 1/4	+1/4
OW	10 1/4	+1/4
OX	10 1/4	+1/4
OY	10 1/4	+1/4
OZ	10 1/4	+1/4
PA	10 1/4	+1/4
PB	10 1/4	+1/4
PC	10 1/4	+1/4
PD	10 1/4	+1/4
PE	10 1/4	+1/4
PF	10 1/4	+1/4
PG	10 1/4	+1/4
PH	10 1/4	+1/4
PI	10 1/4	+1/4
PJ	10 1/4	+1/4
PK	10 1/4	+1/4
PL	10 1/4	+1/4
PM	10 1/4	+1/4
PN	10 1/4	+1/4
PO	10 1/4	+1/4
PP	10 1/4	+1/4
PQ	10 1/4	+1/4
PR	10 1/4	+1/4
PS	10 1/4	+1/4
PT	10 1/4	+1/4
PU	10 1/4	+1/4
PV	10 1/4	+1/4
PW	10 1/4	+1/4
PX	10 1/4	+1/4
PY	10 1/4	+1/4
PZ	10 1/4	+1/4
QA	10 1/4	+1/4
QB	10 1/4	+1/4
QC	10 1/4	+1/4
QD	10 1/4	+1/4
QE		

TEMPUS

Americans put the boom in ICI

ICI is an international building two new super-efficient plants to try to reduce costs.

Despite this and depending as always on currencies, profits could return to around the £1 billion mark this year.

Yesterdays result was enough to add 20p to the share price taking it to 927p.

The Americans, however, are anticipating good profits this year with some forecasts as high as £1.2 billion.

This year the old-fashioned commodity chemical business should come to the fore.

It will receive a threefold benefit from prevailing economic conditions.

Equally important is the fall of sterling against the mark.

However, road haulage has held on to much of the increased coal traffic.

The bad weather is crucial for fuel sales but tough for builders' supplies.

The agricultural grouping is likely to remain dull as demand has collapsed.

full-year outcome will depend on March's wintry ways.

Pretax profits of £16.5 million would put the shares up 3p at 220p.

Britain did better in the fourth quarter with a pretax profit jump to £22.6 million.

The United States, where Royal has 45 per cent of its business, continued to see steady rate hardening.

The outlook for 1986 is encouraging, Canada, which produced a pretax loss of £24.9 million.

Britain is a slightly unknown quantity because until the present big freeze becomes a thaw.

But in the long term, with expectations of pretax profits of £170 million.

But in the long term, with expectations of pretax profits of £170 million.

But in the long term, with expectations of pretax profits of £170 million.

But in the long term, with expectations of pretax profits of £170 million.

But in the long term, with expectations of pretax profits of £170 million.

COMPANY NEWS

ENSGN TRUST: All conditions attaching to the offers made for the issued A ordinary and B ordinary share capital of Commonwealth Development Finance Company have been satisfied.

Second interim, in lieu of final, of 0.9p (0.8p), making a total of 1.4p (1.25p) on ordinary shares.

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

Half year to November 30, no dividend. With figures in £000, net revenue for the year to January 31 after all charges including tax was 1368 (£1167).

STOCK MARKET REPORT

'Barometer' share success boosts prices further

The stock market experienced another extremely buoyant session yesterday.

The pretax profit from the market "barometer" ICI proved a little better than expected.

The stock ran out half a point above the £20 partly-paid issued price.

However, there was no sign of equities running out of steam.

The 30-share closed up 11.3 points at 1281.5 and the more broadly based FT-SE index rose 14.9 points to close at 1549.5.

Only Becham bucked the trend at 365p, down 13p, after a newspaper suggested that merger talks with Unilever had been abandoned.

Becham jumped 10p to 180p. It is understood to be benefiting from the cold weather, which is raising the price of fresh vegetables.

Stores improved again with the mortgage-lending battle by the clearing banks a helpful factor.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

comment in The Times, up 10p to 596p.

Banks fared well again, helped by cheerful comment in the Wall Street Journal.

Dealers were a little disappointed with the £41 million pretax profits from Royal Insurance.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Defence stocks were excited by President Reagan's wish for more US spending.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Defence stocks were excited by President Reagan's wish for more US spending.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

price of 215p despite adverse circular from Laim Cruickshank.

An encouraging report from Humby Grove helped Carlless Capel, at 80p, up 10p.

Fading bid hopes MEEC 15p lower at 353p renewed takeover speculation.

Calls were produced by Norfolk Capital, Hai Queensway, Pavion, Yc shire Chemicals, Templeton Cantors A, George Wing Sears, Telematrix, Haw Phicon, Electronic Rent Kwik Fit, Beatson Ch Evered, George Dew, Jack Exploration, Becham, Pk land, Ratners (Jewellie Amstrad, Premier, BF Berkeley and Hay I investment.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Defence stocks were excited by President Reagan's wish for more US spending.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Defence stocks were excited by President Reagan's wish for more US spending.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

price of 215p despite adverse circular from Laim Cruickshank.

An encouraging report from Humby Grove helped Carlless Capel, at 80p, up 10p.

Fading bid hopes MEEC 15p lower at 353p renewed takeover speculation.

Calls were produced by Norfolk Capital, Hai Queensway, Pavion, Yc shire Chemicals, Templeton Cantors A, George Wing Sears, Telematrix, Haw Phicon, Electronic Rent Kwik Fit, Beatson Ch Evered, George Dew, Jack Exploration, Becham, Pk land, Ratners (Jewellie Amstrad, Premier, BF Berkeley and Hay I investment.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Defence stocks were excited by President Reagan's wish for more US spending.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Defence stocks were excited by President Reagan's wish for more US spending.

Motor distributors received a boost from the T Cowie profits, doubled at £4 million.

High-technology companies continued to reflect a recent circular from Simon & Coates on recovery prospects.

Recent good figures supported Waterford Glass, at 113p, up 8p.

Horizon Travel, still excited by the IEP Securities stake, added 5p to 123p while Bass, with a 12.5 per cent stake in Horizon, gained 10p to 695p.

Templeton Galbraith and Hansberger made a quiet debut at 216p against the offer price of 215p.

Builders benefited from the trend to cheaper borrowing with Barratt Developments another 6p up at 150p.

Royal Insurance Preliminary Results for 1985

Table with 4 columns: Item, Year 1985 (unaudited) £m, Year 1984 (audited) £m, and a fourth column for percentage change.

The fourth quarter result was an increased pre-tax profit of £24.8m (1984: £3.7m) making the total profit for the year 1985 £41.4m (1984: £11.2m).

Final Dividend. A final dividend of 16.55p is being recommended to produce a total dividend for the year of 25.75p, an increase of 8.4%.

Investment Income. Total investment income of £354.5m increased in sterling terms by 9.3%.

General Insurance premium income rose by 22.5% in sterling; the underlying increase in local currencies was nearly 24%.

Long-term insurance profit increased by 22% to £25.3m.

Report and Accounts for 1985. The results for the year 1985 contained in this statement, upon which the auditors have not yet reported, constitute abridged accounts within the meaning of Section 255 of the Companies Act 1985.

Note 1. Relocation costs relate to the proposed move during 1986 of the Royal US head office from New York to Charlotte, North Carolina.

Royal Insurance logo and address: Royal Insurance plc, Group Head Office, 1 Cornhill, London EC3V 3QR

AAH HOLDINGS plc Record Interim Results. Financial highlights table showing Turnover £715m (+100%), Profit before taxation £11.7m (+76%), Earnings per Ordinary share 12.02p (+55%), Ordinary dividend per share 2.94p (+10%). Includes Chairman's statement and contact information.

THE TIMES Portfolio

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for ELECTRICALS, BUILDINGS AND ROADS, INDUSTRIES A-D, and BRITISH FUNDS.

Table with columns: Day, Dividend, Total. Includes a note: 'Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.'

Table with columns: High, Low, Stock, Price, Change, % P/E. Includes sections for SHORTS (Under Five Years) and FIVE TO FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for CINEMAS AND TV, DRAPERY AND STORES, and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for BANKS DISCOUNT HP and OVER FIFTEEN YEARS.

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes sections for UNDATED and INDEX-LINKED.

STOCK EXCHANGE PRICES Equities surge

ACCOUNT DAYS: Dealings began Feb 24. Dealings end March 10. Contango Day March 10. Settlement Day, March 17. \*Forward Bargains are permitted on two previous days.

BREWERIES

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Allied-Lyons, Bass, and Carlsberg.

BUILDINGS AND ROADS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Abertan Concr, Bovis Lend Lease, and Bovis Lend Lease.

FINANCE AND LAND

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Abingdon, Anglo Irish, and Anglo Irish.

FOODS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like ASDA, ASDA, and ASDA.

CHEMICALS, PLASTICS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like ICI, ICI, and ICI.

CINEMAS AND TV

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo TV, Anglo TV, and Anglo TV.

DRAPERY AND STORES

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Asda, Asda, and Asda.

ELECTRICALS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Alcatel, Alcatel, and Alcatel.

E-K

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like E-K, E-K, and E-K.

L-R

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like L-R, L-R, and L-R.

S-Z

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like S-Z, S-Z, and S-Z.

INSURANCE

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Allianz, Allianz, and Allianz.

LEISURE

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Leisure, Leisure, and Leisure.

MINING

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo Coal, Anglo Coal, and Anglo Coal.

HOTELS AND CATERERS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Grand Met, Grand Met, and Grand Met.

INDUSTRIALS A-D

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like ICI, ICI, and ICI.

MOTORS AND AIRCRAFT

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like BHP, BHP, and BHP.

NEWSPAPERS AND PUBLISHERS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like News Corp, News Corp, and News Corp.

OIL

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Shell, Shell, and Shell.

OVERSEAS TRADERS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

PAPER, PRINTING, ADVERTISING

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

PROPERTY

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

SHIPPING

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

SHOES AND LEATHER

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

TEXTILES

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

TOBACCO

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

THE TIMES Portfolio

© Times Newspapers Limited DAILY DIVIDEND £2,000 Claims required for +47 points Claimants should ring 0254-53272

OVERSEAS TRADERS

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

PAPER, PRINTING, ADVERTISING

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

PROPERTY

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

SHIPPING

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

SHOES AND LEATHER

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

TEXTILES

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

TOBACCO

Table with columns: No., Company, Year since last, Price, Change, % P/E. Includes companies like Anglo, Anglo, and Anglo.

Advertisement for THE TIMES Portfolio with contact information and prize details.

Advertisement for OVERSEAS TRADERS with details on share prices and dividends.

Advertisement for PAPER, PRINTING, ADVERTISING with details on industry shares.

Advertisement for PROPERTY with details on real estate shares.

Advertisement for SHIPPING with details on shipping industry shares.

Advertisement for SHOES AND LEATHER with details on footwear industry shares.

Advertisement for TEXTILES with details on textile industry shares.

Advertisement for TOBACCO with details on tobacco industry shares.

Advertisement for OIL with details on oil industry shares.

Advertisement for HARVARD SECURITY with details on security services.

Advertisement for THE TIMES Portfolio with contact information and prize details.

Advertisement for OVERSEAS TRADERS with details on share prices and dividends.

Advertisement for PAPER, PRINTING, ADVERTISING with details on industry shares.

Advertisement for PROPERTY with details on real estate shares.

Advertisement for SHIPPING with details on shipping industry shares.

Advertisement for SHOES AND LEATHER with details on footwear industry shares.

Advertisement for TEXTILES with details on textile industry shares.

Advertisement for TOBACCO with details on tobacco industry shares.

Advertisement for OIL with details on oil industry shares.

Advertisement for HARVARD SECURITY with details on security services.

Handwritten text at the bottom of the page: 'سداد الأصل'



# BT exploits local call monopoly, says survey

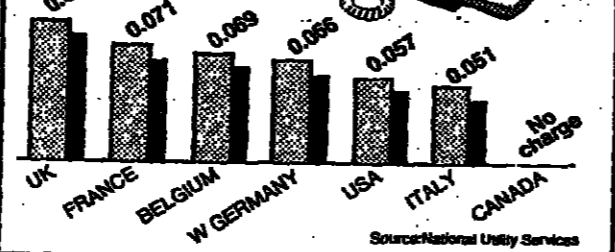
By David Young  
Energy Correspondent

British Telecom's policy of keeping down international and trunk call costs while increasing local call charges is damaging British business, according to National Utility Services yesterday.

The company, which analyses comparative energy and telecommunications costs throughout the world, says in its 1985-86 survey that despite privatization, subscribers in Britain are paying 40 per cent more for local calls than their counterparts in the US and Germany.

## International comparison of local calls

(In pence per dialed unit)



Telecommunications operators in America, Italy, Belgium and Germany maintained local call costs last year but British Telecom increased them by 7.35 per cent. BT, with the lowest international rates, cut those by 9 per cent last year.

NUS suggested this was possible because local call prices were unnecessarily high. Mr Andrew Johns, NUS marketing director, said: "Our figures suggest that 70 per cent

of business telecommunications usage consists of local calls, specifically in the City of London.

"British Telecom has hiked the cost of local calls by more than the annual rate of inflation in order to strike an antenatal blow at possible competition from Mercury."

"What comes out very strongly from the 1985-86 survey is that telecommunications authorities do not hesitate to exploit whatever

monopoly powers remain to them to manipulate pricing.

"It is no coincidence that charges have actually held steady or even reduced in areas where alternative carriers threaten actual or imminent competition.

"Nor can it be a coincidence that the one area where British business subscribers have no hope of a choice—local calls—has been burdened with the full weight of British Telecom's revenue targets."

## COMPANY NEWS

**TOLLGATE HOLDINGS:** Interim 10 cents (5). With figures in 200, manufactured group profit for six months to December 31 is after providing additional depreciation arising from revaluation of buses. Profit before tax \$229 (2,528), tax 112 (1,611). Earnings per share 11.4 cents (5.2). Improvement in earnings has enabled group to restore interim dividend to level of 200cs.

**SAMANTHA/SAMSON:** Samantha Exploration has made a gold find at Barratta, Australia. Samantha plans substantial follow-up drilling.

**MISS WORLD GROUP:** Final dividend 4p, making 5.2p (3.6p) for 1985. With figures in 200, gross profit was 969 (918), operating profit 465 (463), profit tax 555 (513). Earnings per share 17.02p (15.95).

**HEERBURGER BROSCHES:** No dividend (nil). Pre-tax profits for six months to November 30 298,893 (£11,369 loss), tax £45,372 (nil), profit attributable £53,521 (£11,369 loss). Earnings per share 4.1p (0.87p) loss.

**CAMFORD ENGINEERING:** Mr Brian Cox, chairman, says in his annual statement that the first quarter has seen group's activities sustained at a very high level. Reduction in group's borrowings improves its ability to quote for more capital. Intentions to invest in new technology.

**Oodles more:** Oodles, the restaurant group, has spent £600,000 on three London restaurants at Great Marlborough Street, Camden Lock and Hampstead. The group intends to join the Unlisted Securities Market.

**News deal:** Argus Press Holdings has completed the acquisition of South London Press, publisher of the South London Press and the South London Advertiser. Mr David Norman, the chairman, and Mr Peter Hayes have resigned as directors and have re-purchased Modern Press, a subsidiary printing company trading from Maidstone.

**25% accept:** The offer to acquire J Williams (Cardiff) by the Wyndham Group had, by 3pm on Wednesday, been accepted by the holders of 1,783,589 Williams's ordinary shares (25.7 per cent). Together with the shares already owned by Wyndham, the group now has a total of 42.2 per cent of Williams's shares.

**No approach:** Armstrong Equipment has told the Stock Exchange that it had not noticed any abnormal purchases of its shares nor had it received any approaches.

overseas non-marine division and retains directorship of the contractors and professional liability division.

**Fluor (Great Britain):** Mr Peter Laister has been appointed a non-executive director. Mr Roger Kitley and Mr Bryan Meekey have joined the board.

**Ferranti:** Sir John Hoskyns joins the board as a non-executive director.

**A C Nielsen Company:** Mr Mike Gorton has been appointed managing director.

**Assicuratum Group:** Mrs Marianne Abrahamson and Mr Michael Walter have joined the board.

**Engineering Employers' Federation:** Mr Ronald Hooper has been elected president.

**Charles Baker Lyons:** Mr Laurie Ward has been appointed director of sponsorship and television.

**American Cyanamid:** Sir Ronald Halstead has joined the board.

**Fitch Lovell:** Mr Bill Brown and Mr Adolf Winter have been appointed directors.

**Horizon Travel:** Mr Barry Firmin has been made group finance director.

**Imhof-Bedco Standard Products:** Mr R Glossop has been appointed managing director.

**Chartered Trust:** Mr John Franklin has become deputy chairman in succession to Mr P A Graham.

**Shandwick Consultants:** Mr Colin Trustler is joining the board. Mr David Reed will continue as a non-executive director.

**European Single Service Association:** Mr Malcolm J. Macpherson has been appointed president.

**Paneflex Holdings:** Mr Philip Shapiro has been made a non-executive director.

**IGD Management Committee:** Mr Peter Stables has become chairman succeeding Mr Ron Evans.

**Pergamon Press:** Mr Peter Laister joins the board as a non-executive director.

## YOUR OWN BUSINESS

# Selling science successfully

By Peta Levi

Oxford Lasers, one of a growing number of small high-technology businesses being set up in and around the university city, has just received the 1985 Achievement Award made by the Worshipful Company of Scientific Instrument Makers for the design and development of an air-cooled, high-efficiency metal vapour laser.

This new type of laser is used for scientific and industrial work in many countries — 60 per cent of Oxford Lasers' products are exported. In June, Oxford Lasers opens an exhibition in San Francisco as a further springboard into the American market.

One application for it is in photodynamic therapy, where it can activate a special drug to help fight some cancers.

Another application is in high-speed motion analysis, where the laser light acts as an ultra-fast strobe, used in ballistics or in measuring the size, speed and area covered by droplets coming out of an aerosol or agricultural spray. These lasers have a pulse rate of at least 10,000 flashes of light per second.

It is also an example of a company successfully transferring technology from university to industry.

In 1977 a group of Oxford physicists working in Oxford University's Clarendon laboratory, headed by Dr Colin Webb, started (in the traditional garage) a "soft" company doing part-time research and development to turn fundamental research into products used in industry and medicine.

By 1982 it was developing into a "hard" company and taking on its first full-time employees, first building instruments for scientists and now producing instruments to meet clients' particular applications.

Oxford Lasers had a 1985 turnover in excess of £1 million and now employs 26 people, nine of whom have PhDs or higher degrees. Indirectly it employs more as it sub-contracts all manufacture of components.

Among them are:  
 ● Product liability insurance and the difficulties which some UK companies have found in obtaining adequate cover — high premiums make selling equipment to the US unattractive;  
 ● Anti-dumping or duty legislation not compatible with the General Agreement on Tariffs and Trade;  
 ● "Buy American" procurement policies;  
 ● The differing professional qualifications and regulations applied by individual states to foreign companies and employees which lead to difficulties for British service industries to establish themselves in different states;  
 ● And, the proposed imposition of US regulations outside the country.



Profiting from science: Hywel Lloyd, chief executive of Oxford Lasers

For three years annual turnover has been virtually doubled each year — a similar rise is again expected this year, and is the aim for next year as well.

Hywel Lloyd, chief executive, says it presents "a major challenge". On March 13, the company is due to open 3,000 square feet of new research and development space.

An application being developed in association with another company, is for a large video display that projects TV or video on screens about four metres wide with high brightness, making the display visible in daylight.

The system, which may be launched within a year, would considerably advance current technology, and will move on to full colour.

One of the company's greatest problems has been for individuals in it to learn to delegate and to take on different

areas of responsibility. Another is finding staff with production engineering skills. This has just prompted the company to sponsor, with the Science and Engineering Research Council, two Oxford Polytechnic students to work at Oxford Lasers on projects.

Mr Lloyd said: "Part of the company's success is due to good planning and to the fact that instead of relying on an individual's brilliance a multi-disciplinary team was built up from the beginning."

Oxford Lasers is an example of one of the best kinds of technology transfer; the university has not lost Dr Webb who is still a full-time lecturer. His ebullience and the example of his business success are an important stimulus to students. Because of the laboratory's reputation in laser research it attracts bright students from all over Britain.

## APPOINTMENTS

**National Plastics Group:** Mr Michael Pragnell has been appointed managing director.

**Aidcom International:** Mr Robina Dew has joined the main board.

**Greenall Whitley:** Mr Colin Diment has been made a director.

**Evode Group:** Mr Nigel Groch has been appointed deputy managing director of the adhesives and sealants division.

**Fitch & Company Design Consultants:** Mr Bill Webb has been made marketing director of retail design.

**Holiday Care Service:** Mrs Mary Baker has become chairman succeeding Sir Henry Marking.

**National Westminster Bank:** Mr Alan Pains has been appointed senior executive of the treasurer's department, international banking division.

**The Distillers Company (Home Trade):** Mr R G Filby and Mr E W J Watkins are to join the board as non-executive directors. Mr P A J Neep will be appointed to the board as business development director.

**Garfield Lewis:** Mr Roy Veal is joining the board as



Mrs Fiona Laing (above) has been appointed a director of Noble Grossart.

managing director, stainless steel division.

**Johnson & Johnson International:** Mr Peter McKenna is appointed vice-president from May 1.

**Bain Dawes Financial Services:** Mr Stephen Jacobson has been named associate director and London actuary.

**Bain Dawes:** Mr Stephen Hill has been made managing director, overseas non-marine division and a director of the overseas management and marketing division. Mr Angus Cleaver becomes director of

**A warm WELCOME**  
at  
**HARVARD SECURITIES PLC**  
LAST NIGHT'S CLOSING PRICE  
168 - 173p

Check our price NOW, RING  
01-928 2237/928 4003  
No Commission Charged  
Nice People To Deal With

**HARVARD SECURITIES PLC**  
Licensed Dealer in Securities  
HARVARD HOUSE, 42-44 DOLBEN STREET, LONDON SE1 0UQ  
Britain's largest Market Maker  
Supporting Tomorrow's Business Today.

Chartered Trust: Mr John Franklin has become deputy chairman in succession to Mr P A Graham.

**Shandwick Consultants:** Mr Colin Trustler is joining the board. Mr David Reed will continue as a non-executive director.

**European Single Service Association:** Mr Malcolm J. Macpherson has been appointed president.

**Paneflex Holdings:** Mr Philip Shapiro has been made a non-executive director.

**IGD Management Committee:** Mr Peter Stables has become chairman succeeding Mr Ron Evans.

**Pergamon Press:** Mr Peter Laister joins the board as a non-executive director.

# BUSINESS TO BUSINESS

Selling property, franchises, equipment etc to small and large companies or businesses

**OPEN THE DOOR TO MORE**  
in the Rhymney Valley  
and gain the financial incentives to assist your Company's success in a region steeped in skills from Electrospan to Engineering and served by the UK Motorway network, close to rail, air and sea terminals.

- REGIONAL DEVELOPMENT GRANT — 15% or £3,000 per job created.
- SELECTIVE ASSISTANCE FOR NEW PROJECTS.
- SPECIAL ASSISTANCE FOR OFFICE & SERVICE INDUSTRIES.
- RENT FREE PERIODS.
- HOLDING COSTS UP TO 50% of costs including instructors' wages.
- LOW INTEREST LOANS FROM THE E.E.C.

Factory: office and storage facilities ranging from 500 sq. ft. to 150,000 sq. ft. situated in a pleasant rural environment.

For further details contact: Alan Bruce, Rhymney Valley District Council, "Ystrad Fawr", Ystrad Neath, Neath, Mid. Glam. CF8 7SF  
Tel: (0443) 815668

**ENTREPRENEURS**

£ Millions available for investment in New and emerging businesses in the UK.

If you run a company, starved of cash, are keen, enthusiastic and determined to succeed against all odds— You could qualify to join the elite band of companies floated by Harvard Securities PLC on the Over-The-Counter market.

CONTACT US NOW ON 01-928 3330  
Ask for Clive Lawrence or Mark Pritchard

**HARVARD SECURITIES PLC**  
Licensed Dealer in Securities  
HARVARD HOUSE, 42-44 DOLBEN STREET, LONDON SE1 0UQ  
Britain's largest Market Maker — Supporting Tomorrow's Business Today.

**in85**

The Board of Directors of Imperial Chemical Industries PLC announce the following trading results of the Group for the year 1985 subject to completion of the audit, with comparative figures for 1984

ICI Group financial highlights	Group means ICI and its subsidiaries. '£m' means millions of pounds sterling.	
	1985	1984
	£m	£m
Turnover (sales to customers outside the Group)		
Chemicals - UK	2,433	2,346
- overseas	7,426	6,474
Oil	866	1,089
Total turnover	10,725	9,909
Trading profit	978	1,063
Profit before taxation	912	1,034
Net profit attributable to parent company, before extraordinary items	552	605
Earnings (before extraordinary items) per £1 Ordinary Stock	86.4p	98.2p
Dividends per £1 Ordinary Stock	33.0p	30.0p

Trading results for the first quarter of 1986 will be announced on Thursday 24 April 1986.

## BUSINESS OPPORTUNITIES

**LARGE RESTORATION WORKSHOP**  
IN CENTRAL LONDON  
with many years international experience seeks partner for development of trading in Fine Arts.  
01-221 1282 after 6.

**The Perfect Business**  
Corder International are seeking interested parties for their 1986 launch of their "overseas property shops", an exclusive national chain of High Street retail outlets fully equipped to cater for the vast interest in villas and apartments abroad.  
Each shop will be designed and stocked to make your business the success that you will want it to be. This is a first class opportunity to make 1986 the year that you established yourself at the forefront of international business. Take the first step now and ring for more information on 0787 881282.

**AN OPPORTUNITY FOR A YOUNG, AMBITIOUS, WELL CONNECTED PERSON**  
to possibly invest in and/or take over a very well known discount store with 18 years successful trading. Owner has recently passed other responsibilities and can therefore not give the company enough time to continue maintaining the full potential. Reply to: BOX C70 c/o Times Newspapers, Virginia St, The Highway, London E1.

**SUFFOLK NURSING HOME** £180,000  
A beautifully converted Suffolk brick and flint barn with planning consent for use as Nursing Home. Exceptionally spacious, up to 34 geriatric patients can be accommodated.  
Further details from: Ratters, 20 Goldhill St, Bury St Edmunds, Suffolk, IP29 6LJ

**EXPORT**  
The arrival profession.  
**START YOUR OWN EXPORT REPORT AGENCY**  
Operate from home. Part or full time. No capital needed. Benefit from our expertise and growing clients in 120 countries since 1962.  
FREE BROCHURE. No obligation. No fee.  
Write World Trade Consultants, Deal Lane, FLEETPOST, Southampton, Hants, SO11 1BR. NO STAMP.

**SUBSTANTIAL FUNDS AVAILABLE**  
for the acquisition of private companies. Will consider joint ventures with established companies currently under financed. Retirement sales and management buy-outs especially welcomed.  
Private share purchasers arranged. Telephone 01 556 6795 or 486 6139.

**Computer Training**  
Specialists required for joint venture with established training company.  
0242 38929  
OR  
571705 evenings

**Cash in on the crime wave**

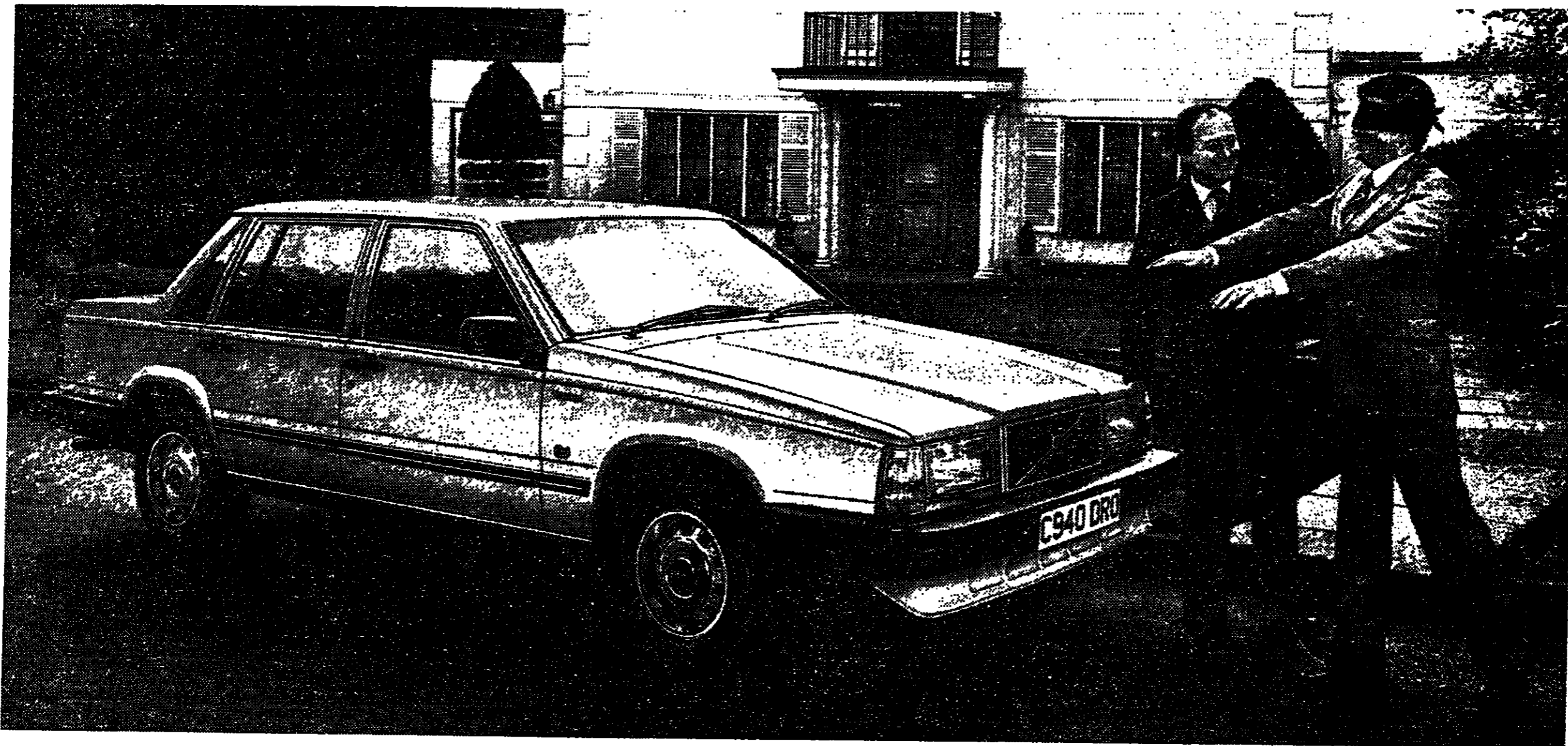
The Night Watch, the much heralded new concept in security manpower is now available for licence in areas throughout the country. You will need capital of £20,000+, good credentials, experience in man management and commitment to hard work in initially setting up your local organisation.  
You will receive full training, all equipment and uniforms, full legal and accounting back-up, publicity, advertising and on-going support from a highly professional HQ Company. Plus, a profit potential of six figures.  
The Night Watch has already been featured on national television and radio, in the daily and Sunday papers as well as regional weeklies, dailies and radio stations. And its first franchise opened only last March.  
If you want a franchise that offers security, contact the address below. Just to be on the safe side.

**The Night Watch Limited**  
63 Borough High Street, London, SE1 1NF  
Telephone: 01-403 6450

**SPONSORSHIP REQUIRED**  
For top event rider. All the usual advertising benefits including TV. For further details please write to:  
D. Pell, Elm Farm, Mead End Road, Kenilworth, Warwick CV8 1PW

**PART TIME OPPORTUNITY**  
Earn up to £2,500+ per month. Also company car. Unique product. Unbeatable.  
Call 01-248 2112

# IF YOU COULD TEST-DRIVE IT BLINDFOLD, WOULD YOU GUESS WHAT CAR IT WAS?



We wouldn't recommend this experiment for real, but it's an interesting hypothesis nevertheless. Imagine it.

The salesman guides you into the driver's seat. It feels reassuringly firm, yet so comfortable it could have been made specially for you.

(In fact, it has an adjustable lumbar support and a 12-position height and rake adjustment.)

The door closes with an effortless clunk.

**"IT'S A MERCEDES?"**

Good guess, but the wrong one.

Somehow, you can sense the feeling of spaciousness inside the car.

Your hands fall naturally onto the steering wheel, and your feet onto the pedals.

You switch on the ignition. The engine fires instantaneously, dying to a barely audible purr.

**"A DAIMLER, PERHAPS?"**

Perhaps, yes. But actually, no.

As you pull away from the kerb (don't worry, the salesman gives you directions) you notice the lightness and precision of the power steering.

You accelerate briskly through the gears, enjoying the smooth power of the engine.

This car is no slouch.

**"IT'S ONE OF THOSE BIG BMW'S?"**

No it isn't.

The salesman, feeling rather pleased with himself, helps you with a few clues.

He tells you about the car's welded box-

steel construction, and the 9 coats of paint and primer that protect the bodywork.

He mentions the 13-outlet heating and ventilation system, the 17.2 cubic foot boot, the central locking.

You can feel the power-assisted brakes for yourself.

**"A JAGUAR?"**

Wrong again.

Against your better judgement, you start to lower your sights a bit. You did, after all, mention a price limit of £11,000.

But what car of that sort of price could give you this sort of ride?

Unable to contain your curiosity any longer, you pull into the kerb and pull off the blindfold.

**"A VOLVO! I KNEW I COULDN'T AFFORD IT!"**

Yes, it's a Volvo. The 740 GL, to be precise. And yes, you can afford it.

Amazingly, the car you thought could have been a Mercedes costs only £10,271.

You turn to the salesman sitting beside you. In one hand, he has an order form for a brand new Volvo 740GL.

In the other, a pen.

Despite his presumptuousness, you sign.

To: Volvo, Springfield House, Princess Street, Bristol BS3 4EF.  
For a brochure, phone (0272) 217082 or post the coupon.

Mr/Mrs/Miss \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

**THE 1986 VOLVO 740. FROM £10,271.**

THE 1986 VOLVO 740 RANGE STARTS AT £10,271. 2.3 LITRE ENGINE. CARBURETTOR AND INJECTED VERSIONS AVAILABLE. PRICES INCLUDE CAR TAX AND VAT (DELIVERY AND NUMBER PLATES EXTRA). CORRECT AT TIME OF GOING TO PRESS. CUSTOMER INFORMATION TEL. 01524 731131

هذه من الأصل

LIVE IT YOU VAS?

# The high-fliers of the fleet

Without doubt 1985 was the year that Vauxhall came of age in the British fleet market. The Cavalier was firmly established as the most-sought-after rep's car since the all-conquering Cortina. And this week the Cavalier has been voted by the Association of Car Fleet Operators as Fleet Car of the Year 1986 for the second year running.

The Carlton was making inroads into the managers' sector. Astra overcame its earlier production problems at Ellesmere Port, and right at the end of the year the Belmont, an upmarket Astra with a huge boot, was launched to haunt Ford's Orion.

In five years the GM offshoot has trebled its share of the fleet market to about 31 per cent. A proud David Laiti, Vauxhall's sales and marketing director, proclaimed: "Our success has been fleet led and it is where we will continue to put our efforts." This year he is confident of pushing his share up to 36 per cent.

Most of Vauxhall's fleet gains have been at the expense of Ford which once dominated the British fleet market to such an extent that it would only admit to holding "around 70 per cent". Market shares are notoriously unreliable statistics in fleet business but it is generally accepted that Ford now holds around 45 per cent.

Helped by the success of the new Granada however and soon to be reinforced by new facelifted, "lean burn" powered Escorts and Orions, it intends to lift its penetration

## Vauxhall has set the pace as market leader at the expense of Ford which is ready to make fresh inroads

above 50 per cent this year. Austin Rover increased its fleet sales by an encouraging 10 per cent last year and now holds about 18.5 per cent of the above 25 cars fleet business. It has made its biggest inroads into leasing companies, self drive hire and the public sector. It is still weak in the 25 to 100 strong fleets and only slightly better in the 100 to 500 fleets.

But its biggest weakness is in the real majors above 500.

The case today. The Montego, Maestro and in particular the Rover 200 range are now first class fleet material but it is only by persuading people to overcome their suspicions and drive them that we can make real progress.

The Rover 800 executive saloon, the latest product of its increasingly close collaboration with Honda, will not be seen in public before the summer but fleet operators have had private previews and are said to be "very excited" by the car's prospects as a management car.

## A strong challenge from foreigners

if 1985 was the year Vauxhall came of age in the fleet market 1986 could be the year that foreign manufacturers consolidate the steady inroads they have made in recent years. The most publicized challenge will come from two "foreigners" assembled in Britain - the Nissan Stanza replacement which goes into production shortly in a new "greenfield" factory at Washington, Tyne and Wear, and the Peugeot 309 now being assembled at Kyton near Coventry.

The new Stanza has already made its debut in Japan where it is being called the Auster. Whether that name will also be used in Britain is doubtful for two reasons: Auster is too close to "austere" and is also

the name of a very elderly light aircraft.

Nissan like Peugeot believe that the British fleet buyer is not yet ready to court public condemnation for buying foreign at a time when jobs in the British based motor industry are still being lost to foreign imports. But assemble your car in this country and however justified or otherwise your claim that it is now British the fleet men will buy it.

The one unchanging factor which is crucial to this whole argument is that however questionable the nationality of the new car it must be attractive, cost effective to purchase and operate and above all reliable enough to persuade buyers to change from their existing suppliers. Price as always plays a big part but is by no means as important with fleet buyers as with the private punters.

In the fleet business they place great value on personal contacts with suppliers which have stood the test of time. A transport manager handling a 730 strong fleet told me: "Negotiating on the basis of long standing close relationships means that I have instant access to my supplier at senior level. He knows I will not hesitate to call him direct if, for instance, I get a car which has obviously had a superficial pre-delivery service, or in any way does not come up to the mark. I expected to be treated as if I am his most important customer."

On the other hand I spoke to a number of fleet managers who have changed from one



Little and large: The up-market Rolls-Royce and the ubiquitous Escort

make fleets in recent years to keep the pressure on traditional suppliers who appear to be taking them for granted.

In the main foreign cars are at present established most strongly in the under 25 strong fleets which for years were not regarded as "real" fleet business. "Real" or not they account for something like 300,000-400,000 cars a year.

Traditionally the Big Three have tended to concentrate on major fleets - those with more than 100 cars - accounting for something in excess of 60 per cent of all fleet business. But increasing competition is forcing them to lower their sights to the smaller fleets.

Vauxhall is a good example of this. In 1980 its fleet department dealt with 600 major companies. This year John Pugh, Vauxhall's long serving fleet sales manager, says: "In 1986 it is our intention to maintain contact with 2,500 companies."

He readily acknowledges the crucial part played by Cavalier in opening the door to fleet business but resents rivals describing Vauxhall as "The Cavalier Company". He told an interviewer: "That statement is now four years behind the times. We did use Cavalier to get into companies."

On the face of it Nissan's

initial British output of 24,000 cars a year and Peugeot's 40,000 is small beer. But like the Cavalier before them the new Stanza and the new Peugeot 309 will be used to smooth the way for other models from their parent Japanese and French factories to infiltrate the fleets.

The biggest problem facing all manufacturers with fleet sales aspirations is the continuing cut price discount war. The private buyer is now thoroughly conditioned to playing one dealer against another until he comes up with the sharpest price. In many cases a discount of 15 per cent is becoming the norm

with the dealer depending for his profit on manufacturers' incentive payments.

As one car manufacturer's fleet sales manager put it recently: "In many cases the private punter is able to get a better discount than the fleet operator."

One fleet manager told him that he had identified two peak selling times, when a car was 10 months old and when it was two years and three months old. And in both cases the better prices were only available for periods of about three weeks.

Clifford Webb  
Motoring Correspondent

## The Japanese emphasis on quality has set new standards in car production and in winning customers

# Nissan's Bluebird is poised for take-off

The new Nissan Bluebird range, which is seen for the first time in the UK at the Fleet Motor Show, is important for three reasons: it replaces not one but two of the volume selling models in the largest traditional importers' range; it includes the model which will be built at Nissan's factory at Washington, Tyne and Wear, and it will form the spearhead of Nissan's efforts in winning over business and fleet customers.

The range consists of two body styles, a conventional four door saloon and a five door hatchback and is available with a choice of 1.6 and 2 litre overhead camshaft engines with conventional carburetors; a 1.8 turbo-charged engine; and a 2 litre diesel - the first diesel to be offered in a road car in the UK by Nissan. A further 1.8 litre engine, designed to comply with the Inland Revenue's under-1800 cc limit for company car users, will be available shortly.

Perhaps more important, the car will be marketed in the UK head-on with the market leaders in the mid range sector, the Ford Sierra and Vauxhall Cavalier - except that Nissan boast equipment advantages at every level. For instance, the 1.6 LX model which will be competing against the other manufacturers' L versions, has power assisted steering and a five-speed gearbox as standard fittings.

The full range is: 1.6L four and five door; 1.6 LX four and five door; 2.0 SLX four and five door, with the option of automatic transmission; 2.0 SGX four and five door with the option of auto transmission and factory fitted electric sunroof; 1.8 Turbo SR four door, available only with a five-speed gearbox. Prices are expected to range from £6,500

to £8,500. All models will carry Nissan's normal three-year/100,000 mile mechanical warranty and six-year anti-rust guarantee.

The four-door version, with a number of engine and trim options will go into production at the new factory at Washington in July, and stocks will be built up before ready for a launch in the autumn, probably coinciding with the Motor Show at the NEC in October.

Production line workers are



Newcomer: The Nissan Bluebird five-door hatchback

being recruited and will start training shortly. Their instructors will be supervisors and "team leaders" who have themselves spent many weeks working on production lines at Nissan's Oppama plant near Tokyo. There they studied Japanese production techniques and also absorbed the quality-dominated philosophy of the Nissan car worker.

"The main difference," said one supervisor who worked previously in the British car industry, "is that the Japanese check for quality at every stage during manufacture, while the European tradition is to check for quality at the end of the assembly line, and then do whatever rectification is necessary."

Phase 1 production consists of assembly of kits containing

the main components shipped from Japan. These will be transported in the car carrying vessels which dock regularly at Middlesbrough - less than an hour by road from the new factory. Local components, including Dunlop tyres from a plant which already existed in Washington, seats from a new factory set up in a joint venture by Hoover Universal and Ikeda-Bussan, and a host of other items including electrical equipment, trim and carpets, radios and cassettes

country were further samples then sent to Japan for approval there.

Nissan claim to have spent more time and money than any Japanese manufacturer has done previously to produce a car that will have pan-European appeal.

The process started with the interior design of the Bluebird called the Auster in the Japanese home market, and close study of the head, elbow, and legroom measurements of the latest European cars. The designers aimed to equal or improve on everything they saw. Similarly with upholstery and carpets, competitive products were examined, cloth manufacturers consulted.

European driving style, were analysed also. Suspension came in for particular attention. Many thousands of miles have been driven, first in modified versions of the Stanza, and as development progressed in a current Bluebird fitted with a prototype suspension parts.

Styling clinics at which members of the public were asked their opinions on the new Bluebird and on several rivals - all unidentified - resulted in several detail modifications.

I drove the new car at Nissan's Tochigi test track while attending the Tokyo motor show last November. Track testing is no substitute for actual road work and final judgement will have to wait until I have had one in my hands for at least a week.

But even in the rarified conditions of a test track it was apparent that the car we shall know as the new Bluebird is streets better than the Stanza it replaces.

Major differences between the different models in the Bluebird range are as follows: Bluebird 1.6 L four and five-door; standard equipment includes five speed gearbox, cloth upholstery, reclining front seats, split reclining rear seats on the five door, height adjustable front head rests, LW/MW push button radio, halogen headlights, and two-speed plus intermittent wipers.

Bluebird 1.6 LX four and five door has, in addition,

power assisted steering, laminated windscreen, electrically adjusted door mirrors, three waveband stereo and cassette player, digital clock, rev counter, higher grade seat material, driver seat lumbar support, seat back pockets, map lamp, lockable glove box with lamp, illuminated ignition, headlamp warning buzzer.

The Bluebird 2.0 SLX four and five door; 2.0 engine and choice of automatic transmission, 185SR 14 tyres, delayed

INSIDE	
● Rocky road for Rolls	page 29
● Ford's small wonder	page 29
● Contract cash saving	page 31
● Saving on diesel	page 31
● The sound of motoring	page 32
● Price is the priority	page 33
● The favourite estate	page 33

SAAB - NOTHING ON EARTH COMES CLOSE

**AT SAAB WE TAKE TIME TO TAILOR-MAKE EVERY EXECUTIVE FLEET.**  
(WE CAN EVEN PROVIDE AN EJECTOR SEAT.)

Like companies, no two Saab fleets are the same. Each fleet is 'custom built' to your requirements. You tell us your mileage and usage. And we'll recommend what you need. It could be leasing or contract hire. With or without maintenance. One car or our whole range (five cars) several times over. Whatever's necessary. Every car is carefully built, with the emphasis placed on quality, reliability and safety. As you'd expect from an aircraft manufacturer. Prices start at £7,195 and finish up at about £7 million. For further details telephone Mariow (0628-4) 6977 or complete the coupon below. And take off for a test run.

Send completed coupon to Charles Granger, Corporate Sales Manager, Saab Great Britain Ltd, Field House Lane, Marlow, Bucks SL7 2LJ.

Name \_\_\_\_\_ Position \_\_\_\_\_  
Company Name \_\_\_\_\_  
Address \_\_\_\_\_ Postcode \_\_\_\_\_

SAAB - THE AIRCRAFT MANUFACTURER - SAAB

# The difference is in our service.

Over 2,000 companies can't be wrong.

Lex Vehicle Leasing  
The No.1 in Contract Hire

01-993 0631 - 061-973 1088

£10.27



All the tools you need  
to service your company cars.

When Audi and Volkswagen manage your company cars, all you need is a pen to sign off one invoice, once a month.

We not only offer you a range of reassuringly reliable cars, but do whatever's necessary to keep them on the road.

Through our 380 dealers across the

country, we can take care of everything from road tax to repair work to vehicle recovery. (Should you be unlucky enough to need it.)

Leaving you more time and energy to concentrate on running your business. Without having to get your hands dirty.



Please send me details of Audi Volkswagen Company Car Management Schemes.

Name \_\_\_\_\_

Company Address \_\_\_\_\_

Daytime Phone Number \_\_\_\_\_

SEND TO: JOHN PIST, AUDI VOLKSWAGEN FLEET SERVICES, 95 BAKER STREET, LONDON W1M 1FB

  FLEET SERVICES

Ford's SH

FOCUS



An S-class by Mercedes-Benz, which makes more cars a year than Austin Rover; the Legend, Honda's partnership car with the Rover 800; a Vauxhall Cavalier and the underrated Austin Maestro

Success in the executive car sector is largely a matter of image. Whatever a driver may say about their choice being the best car for their purpose within the price bracket allocated, the most important factor influencing their choice remains the car's rating as a status symbol.

The aim is for the right image

A Renault director summed it up nicely when he said: "It takes a car maker 20 years to acquire a reputation as a manufacturer of cars with that special something extra which makes them a desirable status image."

An excellent test of a car's standing is the way its owner refers to it. Ask owners of Mercedes, BMW or Jaguars what they drive and you get the straightforward reply: "A Mercedes...a BMW...a Jaguar". Only when you press them for more information do they go into details such as engine size and special features.

Ask the driver of a Ford the same question and he falls over himself to give you details designed to show that his choice is not "just an ordinary Ford" but has anti-lock brakes, thief-proof locks, turbo-charging, four wheel drive, etc.

Long before Ford began to make an impact in the executive sector with the first Granada it spent a great deal of time and money considering how best to lift the image of its top-range models. For a time there was a possibility that it would drop the name Ford altogether and label them with the name of its Italian styling subsidiary, Ghia. In the end it compromised and called them Ford Ghias.

costing a little under £9,000. The most expensive, the 2.5 litre V6 turbo, costs £18,700. The car they all have to beat remains the Ford Granada. Ford was aware of the danger it dropped when it replaced the phenomenally successful but oh so dull Cortina with the new streamlined Sierra. Fleet customers were just not ready to take risks with such a trend setter and opted instead for the more conservative Cavalier.

But Sierra pioneered the way and by the time the new Granada appeared the public, and more important for Ford, the fleet buyer, were conditioned to the new Ford family look. Throw in anti-lock brakes and security locks as standard equipment for the first time on a mass produced car and it quickly acquired an image as a technically advanced car which was hardly justified by the rest of its equipment. Prices range from £9,217 for the basic Granada.

The car they all have to beat is still the Ford Granada, now more technically advanced

to £18,934 for the exciting four wheel drive version of the flagship Granada Scorpio 2.8 litres. Volvo's big and rather aggressive looking 700 series may not be everybody's cup of tea - you either like them or you don't but their quality and quietness always commands respect. Until the smaller engine 2.3 litre 740 version was introduced, the 760 with a choice of 2.3 turbocharged or 2.8 V6 was restricted by price to the upper echelons only of the executive sector.

The 740 with three levels of equipment, and trim, slots nicely into the big selling £10,000 to £13,000 bracket. Volvo brand loyalty is particularly strong and the arrival of the 700 series enabled its supporters to stay with the marque when they are ready to graduate from the 240.

injected engine is a beauty and in such a light car provides exhilarating performance. Thanks to its rear wheel drive layout it is also extremely safe and stable.

One of my personal favourites is the BMW 528i automatic. This is the mid-range Five Series body powered by the robust 2.8 litre six cylinder engine which also appears in the much bigger Seven Series models. It is surprisingly frugal if driven with half a modicum of care for consumption but converts into a roaring flyer at a touch of the throttle.

It is not cheap - no BMW is - but at £17,000 is just the sort of car to play tunes on to match the mood of the moment. The new mid-range Mercedes 124 series with a choice of four engines ranging from 2 litre to 3 litre sets new standards for ride and handling. "Merces" have always managed to convey a special aura of luxury, quietness and Pullman ride. But they have not always been among the best handling cars. Now with a combination of the new multi-link suspension introduced first on the smaller 190 series and a longer wheelbase the 200 series is a revelation.

The 200 2 litre costs £12,500 but is both slow and basically equipped. More appealing is the 230E which uses the 2.3 litre injected engine and costs £13,665. The new Lancia Thema looks like giving the up-market arm of Fiat its first of Fiat's first contender in the profitable executive car sector. If a little bland in its styling it is nevertheless one of the most competitive and refined cars on offer. Four versions are being imported, all fuel injected. They range from a 2 litre at £11,000, to £15,500 for a luxuriously equipped 2 litre turbo. My favourite is the 2.8 litre V6 automatic. At £14,600 it is a very good buy.

The Saab 9000 turbo 16 is one of the outstanding new arrivals in what is becoming an overcrowded sector. It is a beautifully styled and exceptionally spacious five door hatchback with a real Jekyll and Hyde personality. Its 2 litre turbo charged engine allows it to potter along like the most docile family saloon. But put it to the sword and it will hurtle to 60mph in 7.9 secs and top 139mph. At £16,000 it is not cheap but such exceptionally well-equipped cars do not come cheap. Nevertheless, I expect the non-turbocharged version due out soon to be the bigger seller in Britain.

Rolls-Royce still faces a rocky road

The resilience of the luxury car market, in a period of economic recession, may continue to amaze those who reckon without man's propensity for conspicuous consumption. There is no shortage of company chairmen to keep Jaguar, Rolls-Royce and Mercedes-Benz in profit - so long as the product is right.

It is a lesson that Jaguar, in particular, had to learn a few years back. Shoddy paintwork and chronic unreliability had helped to send sales tumbling and the company was losing money so heavily that it was touch and go whether the BL board would agree to further investment.

Over the last five years there has been a spectacular revival, which allowed Jaguar to be the first part of BL to be sold back into private ownership. From the nadir of 1981, sales have risen from 14,000 cars a year to nearly 40,000. Productivity has increased even faster, from 1.4 cars a man a year to 3.5 and there has been a largely successful campaign to

LUXURY CLASS table with columns for Rolls-Royce Silver Spirit, Mercedes S100SEL, and Daimler Double Six. Rows include Price (ex VAT), Engine (cc), Consumption (mpg) Urban/56 mph/75 mph, Front wing, Clutch unit, Major service time, and Insurance group.

improve quality and reliability. Jaguar's main task now is to replace a range that has become a legend. Through all the company's troubles, there was never any doubt about the cars themselves, with their combination of surging power and almost eerie silence. But the current saloons, introduced in 1969, will finally be superseded in the autumn with the launch of the XJ40. This car has been long in development and was expected to be introduced two years ago. But mindful of the competition - mainly from the Germans Mercedes-Benz and BMW - Jaguar was determined to get the vehicle right from the start. Smaller and lighter than the current saloons, it will be powered by the all-alloy A36 engine already used in the XJS coupe and recently launched convertible.

nothing had happened. Rolls was suddenly caught out in 1982 when sales dropped by a quarter. The company blamed high interest rates but there was also the suspicion that it was no longer tactical for the boss to be seen driving around in a limousine against a backdrop of thousands of workers. Whatever the reason, the slump came only two years after the introduction of a new model. Critics saw it as retribution for failing to move with the times, pointing out that the Silver Spirit was even bigger than the Silver Shadow it replaced and only slightly less heavy on fuel. It remains, despite the best efforts of Rolls engineers, one of the world's thirstiest cars.

The Spirit is not expected to stay in production for 10 years as the Shadow did. The company is already working on modifications to the huge 6.7-litre V8 engine: the logical next step is a lighter, perhaps smaller, bodysell. The answers will have a crucial bearing on the company's survival in the 1990s. Mercedes-Benz has been suffering few such agonies. Despite operating exclusively at the expensive end of the market, it makes more cars a year than Austin Rover and its flagship, the S Class, has been an object lesson in, to quote the company's phrase, "making the big car respectable". Introduced to Britain in 1980 and powered by light-alloy, eight-cylinder engines of 3.8 and five litres, the cars could claim 10 per cent better consumption over their big-engine predecessors but with no loss of performance. Since then the range has undergone further modifications.

Peter Waymark

The German thoroughness that impressed the British

So long dominated by the Ford Cortina, the medium-car sector - crucial for winning fleet business - has, in the last two years, become the undisputed province of Vauxhall's mid-range model, the Cavalier.

The Cavalier's chance came when Ford decided that at last the Cortina had come to the end of its life and that the replacement, apart from abandoning the Cortina name, should also be a radical departure in terms of design. In the hiatus between the phasing out of the Cortina and the arrival of the new car, the Sierra, fleet managers turned to the Cavalier, liked it and stayed with it. In its first full year (1983), and helped by heavy discounting, the Sierra did manage to stay at the top and outside the Cavalier by 159,000 to 127,500. Then early in 1984 the Cavalier edged ahead and by the end of the year had opened up a clear lead, 132,000 to 113,000. In last year's bigger market the Cavalier moved further away, selling 134,335 units to the Sierra's 101,642.

ological barrier Vauxhall was able to impress its customers with just how good a car the Cavalier was. It took off with the arrival of the mark two in 1981. Alive to fleet prejudice against hatchbacks, Vauxhall shrewdly offered the choice of saloon and tailgated versions and the car handled even better than its predecessor.

The more flamboyant styling, addition of a tailgate and change to independent rear suspension were largely dictated by the demands of Continental motorists.

But more conservative British fleet managers were sceptical and initial teething troubles did not help. That the Sierra was a superior car to the Cortina in important areas like ride, handling and interior space, unhappily (from Ford's point of view) counted for less. Small but useful modifications have since made it even better. True to the Ford policy of trying to cover as much of the market as possible with one bodysell, the Sierra comes in 25 versions, with engines from 1.3 to 2.8 litre, petrol and diesel, with at the top of the range a fuel-injected model with four-wheel drive. Launched in 1984, the Austin Montego found itself up against two well-entrenched rivals. Fleet managers happy

MEDIUM CLASS table with columns for Vauxhall Cavalier 1.6L, Ford Sierra 1.6L, and Austin Montego 1.6L. Rows include Price (ex VAT), Engine (cc), Consumption (mpg) Urban/56 mph/75 mph, Front wing, Clutch unit, Major service time, and Insurance group.

with the Cavalier or Sierra would take a lot of convincing that they should change from the tried and tested to a new and unknown model from a company not exactly renowned for the reliability of its products.

Not surprisingly the Montego got off to a slow start and sales at the end of its first year, admittedly not a full one, were only 34,700 units. The car did much better in 1985 - when sales reached 73,955 - without seriously threatening to catch the Sierra or Cavalier. And yet item for item it yields little or nothing to its rivals. Handling, performance, economy and comfort are as good as those of most cars in the sector, while on interior and boot space it has the Cavalier and Sierra clearly beaten. Unlike the Sierra, it is a traditional three-box saloon, and like the Cavalier, though again unlike the Sierra, it has front-wheel drive. Engines are from 1.3 to 1.6 and two litre and the top of the range model is a turbocharged MG. Its best may be yet to come. PW

EXECUTIVE CLASS table with columns for Ford Granada 2.8 Ghia, Rover 2500 Vandenplas, and Volvo 740 GLT. Rows include Price (ex VAT), Engine (cc), Consumption (mpg) Urban/56 mph/75 mph, Front wing, Clutch unit, Major service time, and Insurance group.

Ford's small wonder is a big hit

Ford's dominance of the small-medium sector is simply expressed in figures. In 1985, for the second year running, the Escort sold twice as many units (157,269) as its nearest rival, the Vauxhall Astra (76,553), thus easily retaining its position as Britain's best-selling model.

With the Escort's booted derivative, the Orion, picking up another 65,363 customers, Ford could also boast the third most popular model in the group, leaving Austin Rover's contender, the Maestro, in a disappointing fourth place. Maestro sales, at 57,527, were well down on the 83,000 of 1984.

consumption figures a little on the high side, all doubts were soon swept aside. In any case the introduction of the Orion in the middle of 1983 offered a booted alternative to buyers who had still not taken to the hatchback. Ford's fear that the Orion might take sales from the Escort has not materialized. Instead, there is evidence that the Orion is selling to former Cortina owners who have not taken to the Sierra.

have a similar impact. Certainly it does not lack in boot space. Now nearly three years old, the Maestro continues to sell disappointingly for a car that on technical merit should be doing much better. It seems not to have overcome the handicap of arriving in the market late, with its main rivals, the Escort and Astra, already well established.

The recent changes, shared by the Escort and Orion, include styling modifications to create a greater family resemblance to Ford's big car, the Granadas, smarter interiors with more standard equipment and, for the first time on a smallish family car, the option of anti-lock brakes. There is also a new 1.4 litre engine, which gives a choice of no fewer than seven power units, from 1.1 to 1.6 litre and including a turbo and a diesel. The revised cars go on sale on today. The Astra underwent its

Distinguished by its taut handling, the Astra is another car with a wide choice of engines - four petrol units from 1.2 to 1.8 litres and a 1.6 diesel. Like the Escort, it is available as a three-door and five-door hatchback and as an estate. Last year the Astra overtook the Maestro and Vauxhall's position in the small/medium sector will be further strengthened with the recent introduction of the Belmont. Essentially a booted version of the Astra, it is Vauxhall's answer to the Orion and could

With gearboxes from Volkswagen, the Maestro was a car designed around modest resources. But its relative lack of success may owe more to public - and particularly fleet - perception of Austin Rover than any serious drawbacks as a vehicle.

Mechanically the Maestro broke with Austin tradition by jettisoning hydrazes suspension for springs, although it retained the transverse engine/front wheel drive layout. Apart from the two litre used in the MG version, the engines are both much-developed Austin units. The 1.3 litre goes back to the 1950s and 1.6 derives from the overhead camshaft design first used in the Maxi. With gearboxes from Volkswagen, the Maestro was a car designed around modest resources. But its relative lack of success may owe more to public - and particularly fleet - perception of Austin Rover than any serious drawbacks as a vehicle.

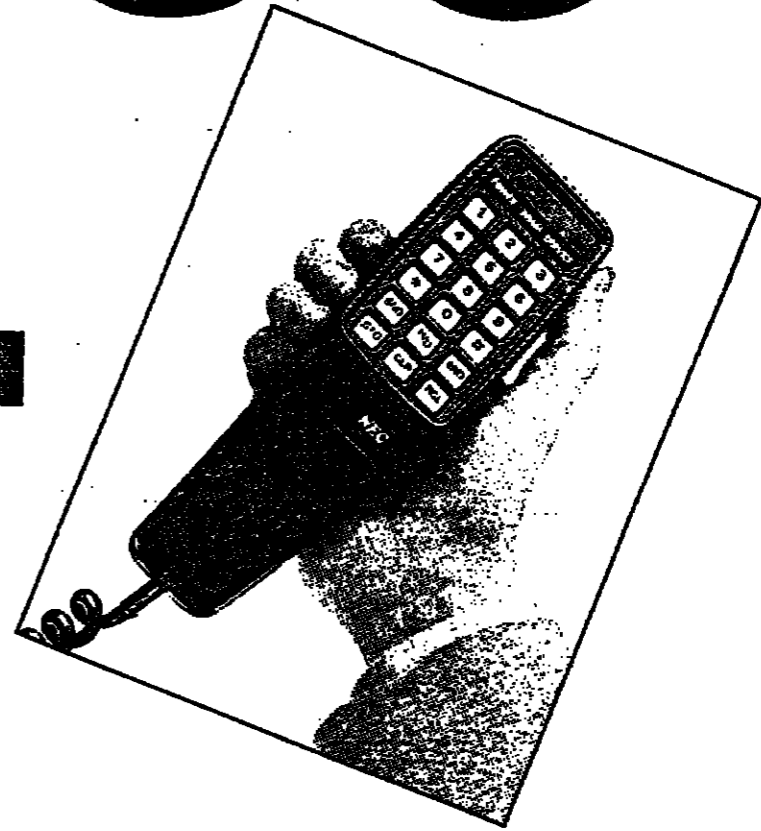
Advertisement for New F.O.C.U.S. (FUEL OPERATIONS CONTROL & USAGE SYSTEM) makes the Esso Chargecard even more flexible. See it all at Stand number GS16 Fleet News Motor Show, 4, 5, 6 March 1986. Includes an illustration of a man with a briefcase and an Esso Chargecard logo.

# IN-CAR TELEPHONES?

## "I'll wait 'till the price drops"...

# £895-00

## ... it has.



Buy your car 'phone now at unbeatable prices from the national network of Gazelle Authorised Dealers.

We can offer you the widest selection of product, top quality service and installation and quite simply – the best price you'll find anywhere.

For companies we can also provide private wire access, vehicle location systems and data and TV picture transmission over Cellular.

Take advantage of this incredible price and ring your nearest dealer now!

#### AVON

**Kentel**  
De Montait, Summer Lane,  
Combe Down, Bath.  
Telephone: 0225 835799

#### BEDFORDSHIRE

**H.B. Telecommunications Ltd.**  
27 Cardiff Road, Luton.  
Telephone: 0582 454129

#### BERKSHIRE

**Jet Range Telephones**  
The Bishop Centre,  
Bath Road, Taplow,  
Maidenhead.  
Telephone: 0628 667600

#### Clover Telecom

42 Armadale Court,  
Westcote Road,  
Reading.  
Telephone: 0734 588894

#### CORNWALL

**KE Telecom Ltd.**  
20 St. Austell Road,  
Par.  
Telephone: 072681 5673  
Plymouth 509200

#### DEVON

**Auto Music**  
9 Vernsey Street,  
Exeter.  
Telephone: 0392 50303

#### ESSEX

**The Superphone Centre**  
19 Crouch Street,  
Colchester.  
Telephone: 0202 561399

#### The Dialling Tone

132 The Galleries,  
Eastgate Mall,  
Basildon.  
Telephone: 0268 20831

#### Car Radio Services

25 Sherbourne Gardens,  
Southend-on-Sea.  
Telephone: 0702 338094

#### GREATER LONDON

**Bell Marketing Ltd.**  
364 Fulham Road,  
London SW10.  
Telephone: 01-351 7111

#### Gazelle Communications Ltd.

80 Old Brompton Road,  
London SW7.  
Telephone 01-581 8011

#### The Nobel Telephone Company

6 Ovington Street,  
London SW3.  
Telephone: 01-581 8521

#### Lynton International Trading Ltd.

73 Elizabeth Street,  
London SW1.  
Telephone: 01-730 8545 (24 hours)

#### Massgrove Ltd.

6 Central Circus,  
Vivian Avenue, Hendon,  
London NW4.  
Telephone: 01-202 3477/8

#### Car-Tel Communications

Trafalgar House,  
Grenville Place, Mill Hill,  
London NW7.  
Telephone: 01-906 4141

#### New World Telecom

6 David House,  
45 High Street, South Norwood,  
London SE25.  
Telephone: 01-771 0421

#### Network Cellular

33 Dartmouth Road,  
Forest Hill,  
London SE23.  
Telephone: 01-699 8000

#### Martin Audio Services

6-8 Linkfield Road,  
Isleworth,  
Middlesex.  
Telephone: 01-560 6343

#### Motorphone Ltd.

6 South Molton Street,  
London W1.  
Telephone: 01-629 9502

#### Advance Telecom

39 Grafton Way,  
London W1.  
Telephone: 01-636 6772

#### G & B International

144 Peckham Rye,  
London SE22.  
Telephone: 01-693 0319

#### HAMPSHIRE

**Southern Telephones**  
44 Bedford Place,  
Southampton.  
Telephone: 0703 227103

#### D.W. Supplies

P.O. Box 12,  
Petersfield  
Telephone: 0730 67278

#### HERTFORDSHIRE

**Talking Point Telephones**  
1 The Colonnade,  
Verulam Road, St. Albans.  
Telephone: 0727 68841

#### Bleepers

P.O. Box 71,  
Barnet.  
Telephone: 01-440 8024

#### Airphone Ltd

6 Upland Road,  
Barnet.  
Telephone: 01-361 1188

#### KENT

**Berkeley Communications Ltd.**  
49 Grosvenor Road,  
Tunbridge Wells.  
Telephone: 0892 33969

#### Kent Communications

17 The Drive,  
West Wickham,  
Telephone: 01-777 1769

#### LANCASHIRE

**Lawmont Cellular**  
8a Church Road,  
Northenden,  
Manchester.  
Telephone: 061 945 5205

#### Dial-In Telephone Centre

9 Newton Street,  
Piccadilly, Manchester.  
Telephone: 061 236 1278

#### G & B International Ltd.

Rectory Road, Crumpsall,  
Manchester.  
Telephone: 061 720 7103

#### LINCOLNSHIRE

**Complete Communications**  
4 Lincoln Road,  
Basingham.  
Telephone: 0553 766299

#### NORTHUMBRIA

**Mosstronics**  
10 Carnsmore Close,  
Collingwood Grange,  
Cramlington.  
Telephone: 0670 734574

#### Lynx Communication Systems

Teltech House,  
Ashington.  
Telephone: 0670 856666

#### SUFFOLK

**Anglia Telecom**  
22 Crown Street, Ipswich.  
Telephone: 0473 226947

#### SURREY

**The Weybridge Garage Ltd.**  
Bourmeside House,  
Addlestone Road, Weybridge.  
Telephone: 0932 58866

#### Ansatel

23 Station Approach,  
West Byfleet.  
Telephone: 09323 49635

#### Cranleigh Communications

Bedlow Lane,  
Cranleigh.  
Telephone: 0483 274252

#### SUSSEX

**The Telephone & CB Shop**  
25a Langney Road,  
Eastbourne.  
Telephone: 0323 644457

#### Southern Telephones & Electrical

2 High Street,  
Littlehampton.  
Telephone: 0903 725501

#### Phone Home

25 Carfax,  
Horsham.  
Telephone: 0403 53001

#### Phone Consult Ltd.

85a High Street,  
Lewes.  
Telephone: 0273 473880

#### TYNE & WEAR

**Welbeck Enterprises**  
Old Brewery Court,  
Sandylford Road, Jesmond,  
Newcastle-upon-Tyne.  
Telephone: 0632 618861

#### WEST MIDLANDS

**Phoneminder Ltd.**  
45 Gravelly Lane, Erdington,  
Birmingham.  
Telephone: 021 382 4233

#### WORCESTERSHIRE

**Jeremy Somers**  
The Clifney,  
Hanley Castle.  
Telephone: 0684 310685

#### SCOTLAND

**Sellphone Ltd.**  
320 Wishaw Road,  
Waterloo, Wishaw,  
Strathclyde.  
Telephone: 0698 375706

#### Brannock Communications

78 Queens Road,  
Aberdeen.  
Telephone: 0224 311311

#### SOUTH WALES

**Telecom Solutions**  
Unit 1, Arches Workshop,  
Bute Street, Cardiff.  
Telephone: 0222 464174



**Gazelle**

Gazelle Group Plc, South Bank Business Centre,  
Ponton Road, London SW8 5BL. Telephone: 01-627 0000.

**NEC** cellular telephone.

**VODAFONE**™

A MEMBER OF THE RACAL VODAFONE NETWORK.

مركز من الأصل

FOCUS

FLEET CARS/3

# More employers are finding there are cheaper ways of getting the vehicles they need

## Companies that cash in with contracts

Increasing evidence is emerging of a move by companies from outright purchase of fleet cars towards contract hire. The latest survey in January by Monks Guide to Company Car Policy suggests in one analysis that there has been a shift in 12 months from 62 per cent outright purchase to 76 per cent among larger companies.

Leasing shaded marginally to just under 10 per cent while contract hire, the choice of 8 per cent at the start of last year, rose to 15 per cent.

Contract hire and leasing are already much more in favour with medium-size and smaller companies. Among those with annual sales between £50 million and £200 million only 49 per cent favoured outright purchase, according to the guide. Smaller companies than that in turnover terms were slightly more biased in favour of outright buying at 52 per cent.

Overall, 63 per cent of companies still favoured outright purchase, according to the survey. Another 15 per cent leased and 11 per cent used contract hire.

But the different needs of companies is reflected in the smaller company analysis which showed 20 per cent opted for contract hire, 14 per cent selected leasing and another 14 per cent used a mixture of methods.

It is as well to define the difference between the various ways in which a vehicle may be purchased. Outright purchase is not necessarily out of capital or cash flow, cash can also come out of bank borrowing, and hire purchase arrangements are also still widely used.

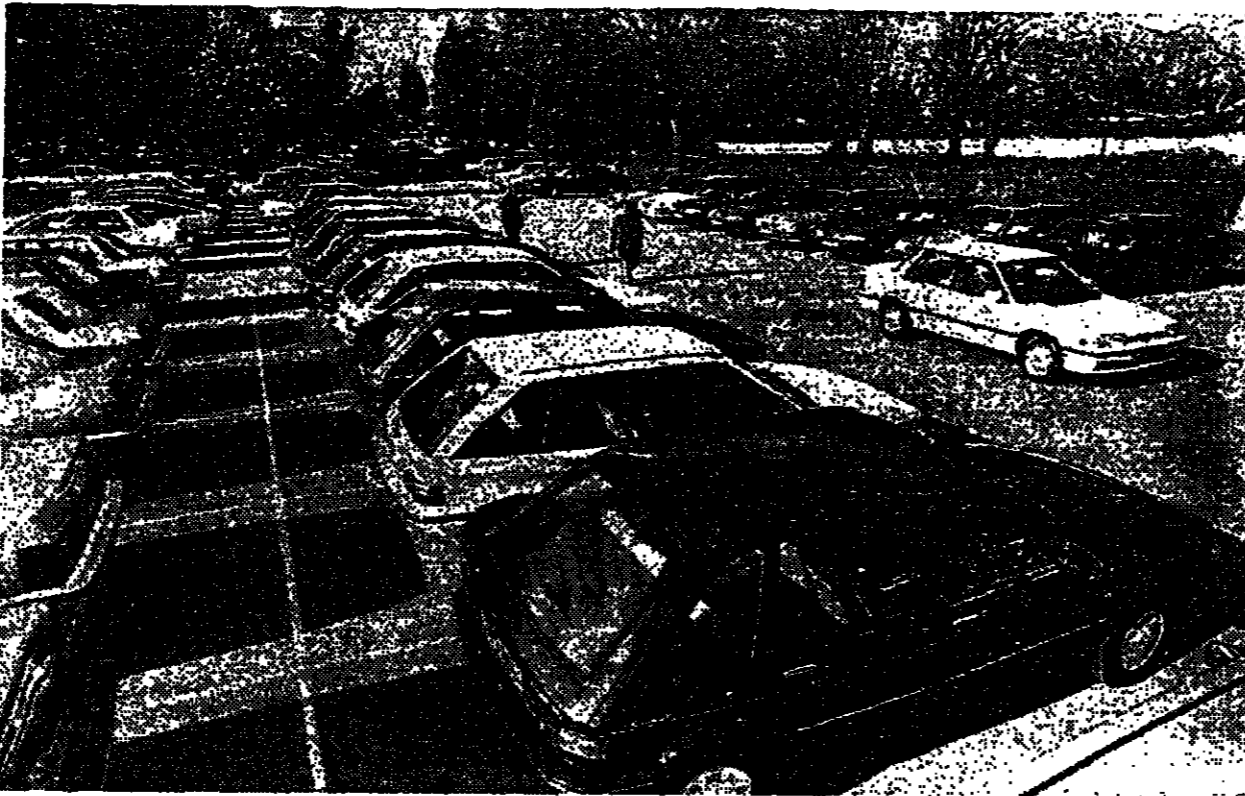
### Leasing comes in various forms

Leasing comes in various forms but its main advantage is that it can free capital or borrowing capacity for more fruitful uses in a business. Finance leasing is simply a financing operation, with the vehicle sold on at the end of the agreement, typically of two or three years' duration. It is up to the business using the vehicle to buy it, maintain it and sell it off.

"Balloon" leases minimize stage payments with a large slice of agreed overall payment being levied at the end of an agreement. The residual value of the vehicle can be set against this. The problem can arise that the vehicle re-sale value may turn out to be lower than expected, because of the vagaries on the second-hand market.

Fleet management contracts are a natural complement to finance leases by offering advice and expertise on buying, running and servicing a car. A good fleet management company can impose the same sort of control over costs as a contract hire company. Usually there is no guarantee of vehicle residual values, although advice is often available.

Contract hire usually covers virtually everything with all the risks down to the contract hire company. This includes



Taking a look: Potential customers try out Austin-Rover cars at the Anugraha Convention Centre, near Windsor.

the factor of residual car value, always one of the more difficult things to assess when with a new vehicle eventual sale could be two years or more away.

Contract hire will usually cover full maintenance, together with road fund tax, insurance, servicing, repairs, renewal of batteries and tyres and relief vehicles when needed. Membership of a motoring organization is usually thrown in. There are control systems for petrol buying. At the same time a company taking on a contract hire agreement can often opt for only parts of the total package. It may suit a company with mechanics on the staff still to carry out its own servicing. Or it might prefer to arrange its own financing.

Lease purchase is another variation. The company using a vehicle gets possession and use on payments by instalment over an agreed period, but at the end of that period the user company has the option to buy the vehicle for a nominal sum.

Another recent survey which found an increasing popularity for vehicle leasing and contract hire is a 1986 report for Hertz, the world's largest car-rental company, which in Britain is also involved in both leasing and contract hire. Research among Hertz customers showed 63 per cent had turned to contract hire because it freed capital for other uses and 53 per cent cited improved cash flow as a factor in using contract hire. They also liked the tax concessions and freedom from administrative problems.

Hertz argues that simple arithmetic on car buying and eventual sale can be misleading. Hertz maintains that the buying power of a big organization combined with a realistic estimate of the cost of vehicle fleets could mean there is at worst little difference in cost.

in real terms between contract hire and purchasing and at best contract hire could even be cheaper.

According to Hertz, 43 per cent of companies buying their own vehicles get no discount at all while only 22 per cent secure discounts of 15 per cent or more. Clearly companies considering whether they want to move to contract hire should discover how far it may be possible to secure substantial discounts.



Fleet candidates: A Montego and a Maestro van outside the Anugraha Centre

The war among the leading manufacturers has meant that even the individual motorist can secure discounts from list prices.

But clearly, as the Hertz report points out, the chances of getting good discounts are best with a big company. This is the likeliest explanation why more medium-sized and smaller companies turn to contract hire.

Tony Harcourt, who compiles the Monks guide, said: "Clearly smaller companies have been doing the arithmetic and there has been some move to contract hire."

Contract hire, he suggests, can offer an optional way of deciding who has which type of car when choices have to be made on the levels of spending to be allowed to those at different levels of a company hierarchy.

If a decision is made according to the initial cost of a car, it can mean that one executive may choose a car which is more expensive to run than that chosen by another. This has become clearer as more

constructive way of sorting this one out. Hire companies after all have to solve the problem of what overall costs are because they do not want to lose money when putting their packages together.

User-chooser options have grown markedly in the last few years, said Mr Harcourt. Added to that, there was a wider range of choices in cars available, he pointed out. Ford and Vauxhall were now highly competitive, with BL models

also making a recovery, he said. Re-sale values can vary greatly, according to the latest analyses by Leasecontracts, a contract hire company launched in 1984 with backing from Citicorp Development Capital, part of the US-based Citicorp, which claims to be the world's biggest bank.

Leasecontracts has just brought out the 1986 edition of its Company Car Cost Calculator, which gives an at-a-glance guide to the oper-

ating costs of more than 150 vehicles instead of merely reflecting initial purchase cost. For the first time, it looks at diesel alternatives on popular cars.

Two different vehicles, each with a price tag of £5,500, can differ on operating cost by more than £400 a year, according to Leasecontracts. It says residual values can also be crucial: two different models, each costing £10,000 when new, can vary in resale value after three years by as much as £2,500.

British cars come well out of this. Residual values are generally better, there are lower capital costs especially because of discounting, and maintenance costs tend to be lower.

Among the guide's conclusions is that on this overall costing basis, BL's Montego 1.6L is the top fleet car, although French marques score in small-car categories. Ford leads in small sporting cars. Peugeot is top among diesels.

in the compact car and fleet groups that account for three quarters of fleet sales, honours seem divided between Austin Rover and Vauxhall, with Ford, strong in this sector, still doing very respectably, just often in rental terms, costing least though behind marginally on fuel consumption.

One problem is that the many basic factors do not stay the same. Ford Sierra residual values are improving and are set to overtake Vauxhall's Cavalier, according to the guide. Additional no-cost options are increasingly being offered by manufacturers, a recent example being Ford's Sierra sun roof at no extra cost. Special packages are coming through for Austin Rover and Vauxhall models, the guide points out.

Companies with a buy-British policy on fleet cars could be facing some difficult decisions. Some Vauxhall and Ford cars are already built abroad. But Japan's Nissan will soon be producing its Stanza model in Britain at Washington in the North-East and Peugeot's 309 model will be coming off the production line at Kyton in increasing numbers.

Leasecontracts maintains like some others in the trade that contract hire is growing at the rate of 15 to 20 per cent a year. The Monks analysis more than supports that for last year's contract hire may well have been growing at nearer five per cent a year.

One factor is clear. Companies are clearly becoming more expert at assessing what the true costs are of running fleet cars giving leasing and contract hire operators a better chance of selling competitive packages which until now may have proved a mite complex for some company executives to appreciate.

Derek Harris

Monks Guide to Company Car Policy 1986, £12.95 (HBJ, 1986), £11.95 (HBJ, 1985). The Company Car Cost Calculator, £12.95 (HBJ, 1986), £11.95 (HBJ, 1985).

Mr Harcourt said: "It is a

impartial and objective advice on what to buy and how to finance it.

Not just the best purchasing discount, but more importantly the total lifetime costs of ownership.

Our "Before-the-Fact" Maintenance Management controls ensure that all opportunities for cost savings are realised, and to complete the equation when the time comes for Gelco to market your vehicles the prices obtained are no disappointment. Which all adds up to the right calculation.

Sales of diesel cars in Britain still lag well behind those of most continental countries but there has been a dramatic expansion during the past five years as the virtues of diesel have started to come across.

Fleet customers, in particular, are cashing in on the lower consumption and greater durability of the diesel engine. Over the high annual mileages of fleet cars, the savings can run to thousands of pounds a year.

In 1975 only 300 diesel cars were sold in Britain. The big leap came in 1984 when, largely because of the introduction of a 1.6-litre engine by Ford, the market nearly doubled to 45,000 cars a year.

However, the 1985 sales represented only 2.6 per cent of all new cars sold in Britain, and compares with recent figures for Italy - the biggest European diesel market - of 26 to 28 per cent. As in other continental countries, the fuel price has been a decisive factor.

In Italy, for instance, diesel costs little more than a third as much as petrol, although the difference is to some extent offset by higher taxes on diesel. In Britain, the price differential is lower, but there are still incentives for the purchase of a diesel. A diesel is a few pence cheaper than petrol and in some areas actually more expensive. So long as there is a glut in petrol, and a consequent price-cutting spree, the incentives are there.

The case for diesel must therefore be made on other factors and the most important of these is consumption. Petrol cars have become more economical in the past decade, but the diesel can still offer between 25 and 30 per cent more miles to the gallon.

Admittedly, the difference is greater in town driving than on the open road, which is why diesel is so popular for taxis. But counted over miles that for a fleet owner can easily average 40,000 a year, the savings can be impressive.

The second advantage is in lower maintenance costs. Not only do diesels require less servicing but all the evidence suggests they are more reliable. Scottish and Newcastle Breweries, one of the first companies to switch its car fleet completely to diesel, estimated that maintenance costs were 30 per cent down.

The inherent advantages of diesel counted for little so long as the engines were noisy, sluggish and difficult to start.

The improvement has now been remarkable, particularly at the smaller end of the market where Volkswagen led the way with a diesel Golf. Apart from a suggestion of the big diesel clatter during the warm-up period, the engine could almost have passed for a petrol version.

With a 2.3 Peugeot engine available on the Sierra range, Ford has come from nowhere to dominate the British diesel market.

Peugeot, with the little 205 as its most successful diesel model is number two. The one notable absentee, apart from a diesel version of the Rover produced mainly for export, is Austin Rover.

But that will change in the autumn with the introduction of the long-awaited two-cylinder diesel developed jointly by Austin Rover and Perkins. Using a direct-injection system that should beat conventional diesels on power and economy, it is likely to be offered on the Montego and Maestro.

Thanks to the development of fast-glow plugs, ignition is now virtually as quick as in a petrol car.

The performance penalty has also been reduced. Time was when a two-litre diesel would accelerate at about the same rate as a Mini, and the bigger the diesel engine, the more sluggish it felt in comparison with its petrol counterpart.

Drivers wanting brisk performance would still not choose a diesel car to give it to them, although if acceleration through the gears remains on the purely petrol side, most of today's diesels will maintain a pace on a top speed of 100 mph or so without strain.

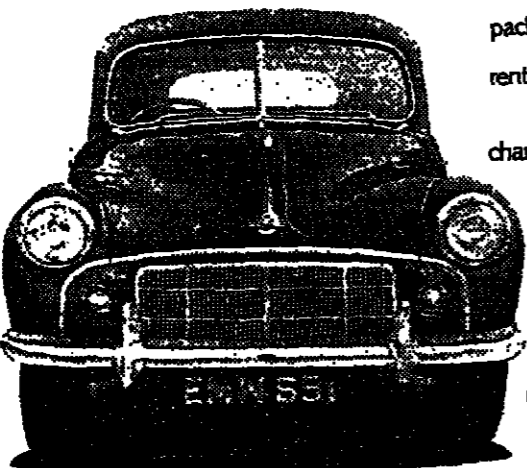
Manufacturers who want to offer the best economy of diesel without too great a performance penalty and that is turbocharging. Turbo puts back some of the zip "lost" in the transition from a petrol to a diesel engine, although it does add to the vehicle's price.

The device is specially appropriate to big cars and has been adopted on such models as the Rover, Volvo 760 and VW Passat. It is also making its mark as a turbo on the VW Golf and the Audi Quattro. The introduction of diesels has undoubtedly stimulated

supply. Not so long ago the only manufacturers to offer diesel cars in Britain were relatively small volume importers such as Mercedes-Benz, Opel and Peugeot.

Now the choice is extensive and, significantly, diesels have entered the top manufacturers' catalogues. Ford stimulated sales in Britain by introducing its 1.6-litre engine in mid-1984. Fitted to the Fiesta, Escort and Orion, this unit alone accounts for a third of all diesels sold in Britain.

## We were managing car fleets when a Sierra was just a mountain range.



In the 1950's we were managing a fleet of 2,000 vehicles nationwide. It was our own.

We then decided we'd put our expertise to work for other people.

The result is today we have under our wing just over 6,000 vehicles, from fleets of 1 to 1300.

Giving companies a totally flexible package to meet their individual needs. All they do is pay us a fixed monthly rental. We do the rest.

We supply the vehicles of their choice. We pay all the servicing and repair charges.

We provide a 24 hour accident assistance AA cover, insurance, relief vehicles, and road fund licence.

We even have regionally based experienced service engineers to deal with those repetitive problems. So why not send for our brochure or give us a ring.

You'll be surprised about our range of services.

We may even suggest a range of Sierras.

Find out in just 30 minutes what it took us 30 years to learn, and send for our brochure by filling in the coupon below. Or ring either Burton (028371) 3575 or Sevenoaks (0732) 455255.

**The Specialists**  
In Contract Hire

Send to: Marley Vehicle Leasing Ltd., Lichfield Road, Branston, Burton-on-Trent, Staffs DE14 3GD.

Name \_\_\_\_\_ Position \_\_\_\_\_  
Company \_\_\_\_\_ Address \_\_\_\_\_  
Tel. No. \_\_\_\_\_

## Choosing a fleet management company is no longer a calculated risk.

IF you are running a vehicle fleet be it large or small, can your calculator tell you exactly what it's costing?

To be frank, an alarming number can't.

But that's hardly surprising, because the most cost effective operational methods require not only specialised software, and a substantial data base, but expert personnel whose judgement is based on the management of more than 30,000 vehicles in the UK alone.

You can count on Gelco to provide you with

impartial and objective advice on what to buy and how to finance it.

Not just the best purchasing discount, but more importantly the total lifetime costs of ownership.

Our "Before-the-Fact" Maintenance Management controls ensure that all opportunities for cost savings are realised, and to complete the equation when the time comes for Gelco to market your vehicles the prices obtained are no disappointment. Which all adds up to the right calculation.

**GELCO**  
THE DRIVING FORCE IN FLEET MANAGEMENT

WILLOW ABBEY HOUSE, MONASTRY STREET, MANCHESTER, M1 1JH  
TELEPHONE 061 276 8442 LONDON OFFICE 01 463 7444

FOCUS

Once a radio was an extra and then it would be of low quality. Now you may be offered a cassette player too; in a hire car possibly even a cellular system

Alive with the sound of motoring

Ten years ago one of the more attractive features of Japanese cars was that almost every one came with a radio fitted as standard. In contrast, most British and European cars just had a trim-covered hole in the fascia.

This was the seed of a revolution which, today, sees more than 90 per cent of UK-produced cars fitted with some form of in-car entertainment (ICE); at least a radio and, in the upper echelons of the market, electronic-stereo, AM/FM, tape-playing combination sets. In a total market worth £175 million at trade values, line-fit radio and cassette players account for about half the units sold and it is a market still growing at 10 per cent annually.

Used for some time as an added-value model step marker, — base models had no radio, the mid-range was endowed with a manual tuner and at the top end a push-button radio/cassette player became the norm — in-car entertainment has now come of age. There is a feeling that you can't sell a car in the fleet or retail sectors without some box of tricks in that fascia hole.

Vauxhall has led the way, putting radios and combination units into Cavalier and Astra at a time when their fleet fortunes were riding high. Peugeot Talbot, Ford and Austin Rover have been quick to follow. Line-fit ICE-makers are few and far between.

Now, Motorola has lost the Austin

Rover business. Philips is the emergent giant, having just scooped Austin Rover to add to its Peugeot Talbot and Vauxhall portfolios. With plants in France, West Germany and Singapore, Philips is the world-leading producer of ICE equipment. Philips has even concluded a deal with Mitsubishi, itself a maker of in-car units, to supply sets for Colt cars.

Ford is switching all models to radios and combination units made by its own Canadian electronics operation. Japanese Clarion is the only other maker with a significant foothold. Part-owned by Nissan Clarion appears in such awesomely British products as Jaguar and Range Rover. Until recently this wholesale change to include radios and tape players in the standard feature line-up was something of a cynical exercise by car makers. A two-waveband, monaural, manually-tuned radio bought at knockdown prices and installed with little regard to acoustics was what the Japanese had offered and what British-car buyers were given.

Consumers comparing with high street models could see similar, if not the same, models on the shelves at discounted prices from £30 to £100.

plus the cost of speakers, aerials and fitting.

The climate is changing fast, under four big influences. Drivers are demanding better units to wipe away long hours at the wheel and avail themselves of the real benefits of traffic information broadcasts in avoiding snarl-ups.

For the car makers, equipment is coming down in price in real terms. New technology brings three-waveband digital electronic units into the buying frame. And now that ICE is a standard rather than a bolt-in

afterthought, it is worth calling in audio-engineers at the design stage to site speakers correctly and iron-out interference, suppression, higgs. Finally, changes in benefit

taxation have given company drivers, now paying a substantial part of the annual running costs, a far greater say in what they drive and the gear that is fitted in it. Among fleets where the driver is given a budget to buy to, trading down to a lower-priced car and then spending the balance on selected accessories, including far better sound systems than any maker currently installs, is an accepted practice.

No one has been more thorough in the customizing of a sound system to its top-notch models than Renault.

The 25 Turbo, Espace and 11 Electronique feature a tailored high-power, multi-speaker system with remote-controls at the steering wheel by Philips. Says Simon Turner, UK car audio sales and marketing manager for the Anglo-Dutch company: "More and more, we are in at the design stage to position the speakers correctly, specify the units and obtain better audio results".

Ford is not far behind. Having consolidated its European electrical and electronics operations divisions at new headquarters and laboratories in Basildon, Essex, it is putting substantial effort into the design of new sound systems for cars throughout its range.

The first fruits are three electronic units built to high performance standards for various model levels in Orion, Escort, Sierra and Granada 1986 updates.

As new models and updates come along, all Fords will be given the once-over for audio performance as well as receive the Ford rear-window heater element aerial, now on the Escort, Orion and Granada.

It is a revolution which has undoubtedly shown benefits for all types of drivers. Though car prices certainly reflect elements of the more costly equipment they now contain, reasonable quality in-car sounds have been achieved at a fraction of the cost of equipment on the general market.

David J. Rowlands



Sounding out: Peter Smeater of ITM Offshore, the first Hertz leasing customer to have a car phone fitted under a Hertz-National Radiophone arrangement and, below, using a VDU to assess a vehicle's "lifetime cost"



Vauxhall announce a more elegant way to travel. Belmont Class.

Do you ever hanker for those bygone days of travel?

The days when the Grand Tour meant rather more than "If it's Tuesday it must be Rome"?

Then allow us to introduce the new Belmont. A stylish saloon from Vauxhall.

The moment you enter the Belmont you'll notice its unusually high level of appointments.

The front seatbelts, for instance, can be individually altered for height and driving position.

And of course, should you decide to push the boat out with the GLS trim you'll find much more in store.

Central door locking, even a steering wheel that can be adjusted for the most comfortable angle.

But in any form, the Belmont's pièce de résistance is its boot. The largest in its class, it boasts a mammoth capacity of 19.4 cu. ft,

easily accessible thanks to a low loading lip.

And thanks to 60/40 split folding rear seats, you can carry passengers at the same time as transporting lengthy loads.

Consider the GLSi, for example. Its streamlined coachwork has a class-beating drag factor of just 0.32.

Even with an impressive top speed of 124 mph, it still manages to return a creditable 55 mpg when cruising at 56 mph.

The Belmont is available with a wide choice of cabins.

Seven in all. With three trim levels and four engine variants.

Right now, you'll find the new Belmont berthed at your Vauxhall-Opel dealer.

Why not book yourself a maiden voyage?



The new Vauxhall Belmont. From £6,210 to £8,095.

BETTER BY DESIGN

Private mobile radio on line at last in Britain

Since early last year, the options available in mobile telecommunications have improved beyond recognition. The two competing cellular-telephone networks, Cellnet and Vodafone, have entered service and Britain is on the verge of a rapid growth in private mobile radio (PMR).

In particular, we are awaiting the granting of one or more licences for national trunked radio networks, and further licences for additional services in a number of the big urban conurbations. In recent years, particularly in the London area, overcrowding and lack of an adequate number of radio channels has prevented the growth of PMR.

With PMR systems, a radio channel is allocated to a user, either exclusively or shared with a number of others. Trunked systems have a number of channels which are "pooled" and shared by several users. When one of them wants to initiate a call, he or she is allocated the next free channel. The advantage is that trunked systems can support a far greater number of users than the traditional systems. This is because any particular user will only want to occupy the radio channel for a very small proportion of time and for much of the time it is sitting idle and is free to be used by any other user.

However, the basic choice that a prospective user faces when looking at the alternatives available depends on whether or not there is a need for direct connection with the public switched telephone network (PSTN) or whether the need is just to keep in contact with a "closed user group". Some companies need to maintain the best contact possible with staff out on the road, but do not need access to anyone else. Others, at the other end of the scale, want to ensure that their executives are always within reach of a public telephone.

PMR, sometimes known as despatcher radio because it is widely used to despatch a taxi or service mechanic to the next call, is generally used to pass a specific message. Typically, when a customer telephones the service centre, the despatcher decides who is the most appropriate individual to handle the task and then, having allocated the task, passes on the customer's request. Messages mostly radiate outwards from the centre and there is little need to carry on a conversation. Thus it is used in a totally different manner from a cellular radio which provides a telephone wherever it is needed.

Cellular radio provides a portable connection to the PSTN. It enables a user to make or receive telephone calls within the service area. Covering at present about three-quarters of the country and growing rapidly, each telephone has its own unique number so cellular should not be confused with cordless telephones which are, in effect, roving extensions to normal fixed telephones and simply allow freedom of movement around the house and garden.

The instruments can be hand-portable operating from



self-contained batteries or a vehicle-mounted in-which case they are larger, more powerful units operating from the vehicle's battery. In fact, car 14 is offered for heavy models is unable to be readily transferred from the vehicle to another. In addition, the Tachman from Mobira (and available for both Vodafone and Cellnet) can be removed rapidly from a vehicle and have external battery pack and antenna attached so that it can be used as a transportable.

The number of cellular subscribers is growing rapidly and their numbers will be approaching 100,000 by the year end. Following initial shortages of supply, it is now a very competitive market with budget-priced sets being offered. Even though these provide the same access to facilities fundamental to the network. Such as call forwarding, they are basic units having fewer memories. No facility to prevent unauthorised use etc. In addition, they are not suitable for the hands-free option — valuable if it is necessary to answer the phone while the car is in motion.

White Vodafone and Cellnet will continue to increase in coverage and in the number of subscribers, the increasing competition will not make it any easier for the dealers.

These range in size from organizations providing national coverage down to small firms operating in just one locality.

There are benefits in economies of scale where, for example, administrative overheads in billing can be kept in check by computerized systems and, rightly or wrongly, many companies will feel happier to entrust installation to a large supplier.

They recognize that lead installation will, as well as providing poor performance, reduce the resale value of the vehicle by leaving unsightly holes and damage once the set has been removed.

By its very nature, cellular radio can be tried out on a pilot scale, or with even just one set, before making a major commitment to equip the whole fleet and integrating cellular radio into the company's communications strategy. On the other hand, PMR is just on the threshold of its major growth.

Not only do new radios allow messages to be broadcast across the whole fleet of vehicles, they allow the controller to send out calls selectively to sub-fleets.

These new-generation sets are ideal for use on trunked networks and their control units are no larger than an ordinary car radio, fitting conveniently into a small service van.

So at the same time as providing management with the benefits of improved efficiency, PMR can help staff to reduce the amount of time they waste on avoidable and unnecessary journeys.

Even before carrying out trials, areas can be identified where improved communication between staff on the move and the office would be cost-effective.

Adrian J. Morant European editor, Telephone Engineer & Management

If the

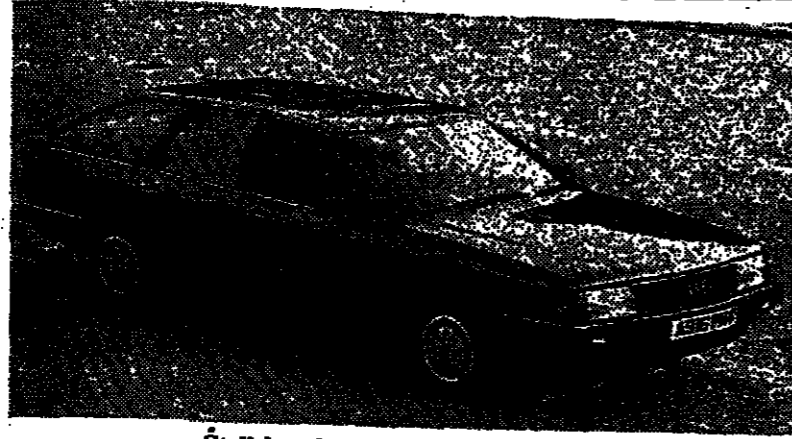
ANY MAKE plus the of Fleet Se Contracture Fleet Management HERO The right

هكذا من الأصل



FOCUS

FLEET CARS/5



Although there is a challenge from the hatchback, it is no substitute in the amount of load space it can offer and the ease of access



Spacious and comfortable: The Peugeot 505

**Stylish and practical: The Audi Avant**

Though accounting for only 144,410 of the 1.8 million new cars sold last year, estate cars have a special place in the hearts of British motorists.

One indication of this is the number of conversions carried out by small specialist coachbuilders of cars not officially offered by manufacturers in estate versions. Even the Jaguar has been accorded the treatment, which may sound like sacrilege but would not be done at all if there were no customers for it.

But the more potent reminder of the British yen for estates is the existence of more than 30 models, offering a choice not only in size and price but diesel as well as petrol engines and, in a few cases, four-wheel drive.

Broadly speaking the estates follow the character of their saloon counterparts and this, in turn, often follows national preferences. Thus the French valet softly sprung cars, while the Germans go for tautly handling vehicles with a correspondingly harder ride.

In the last decade or so the traditional estate has come under increasing challenge from the hatchback, a half-way house between an estate and a saloon. Some manufacturers have taken the view

## Estates are still firm favourites with the British

that the hatchback has made the estate unnecessary.

There is, for instance, no estate version of the current Ford Granada, introduced last year, because the addition of a rear door was thought to be enough.

Certainly the estate version of the previous Granada was excellent, offering an enormous amount of space and much-cherished by its owners. Certainly, too, the hatchback is not a substitute for the estate in the amount of load space it can offer and, just as important, the height of the load area and ease of access.

The mark of the true estate is a tailgate that comes right down to floor level and does not leave an awkward lip over which luggage must be humped.

The demise of the Granada leaves the top end of the estate market in the hands of the Mercedes-Benz T Series, the Volvo 740/760, the Audi Avant and the Nissan 300C.

The Mercedes is a typically robust vehicle, if rather lacking in space, and the Nissan has the space but not the character.

The Avant only just qualifies as an estate, its rounded, stylish back giving it more of a hatchback look. Variants include the four-wheel drive Quattro and a turbocharged diesel. The big, tank-like Volvo estates have long been a favourite of the British motorist. The recently introduced 700 series is no more elegant than its predecessor, which is still available, but rides better and is more refined.

Coming down a notch in size and price, the choice is mainly between the Vauxhall Carlton, a roomy, efficient vehicle in the German idiom, and two excellent French veterans, the Citroen CX and the Peugeot 505. The Citroen has a character all of its own, from the graceful styling, to the soft hydro-pneumatic suspension and ultra-responsive steering.

More conventional mechanically, the Peugeot is not

look at, as well as being practical with such optional features as an integral roof rack and a twin rear child seat that can increase passenger carrying capacity to seven. There are 1.6 and two litre engines but not yet a diesel.

An import from the Continent, the Vauxhall Cavalier, has not been the success that sales of the market-cooperating saloon might suggest. Not over-spacious, and available in only one engine size — a 1.6 — it is a sturdy built car with tight handling.

The Volkswagen Passat has the teutonic virtues of sound construction and responsive handling and offers among its engines an impressive 1.6-litre turbo diesel. Fiat's Regata Weekend is a one-engine model — a 1.6 — which is roomy and economical and has an unusual tailgate that is split in the middle and folds both up and down to give extra low-loading access.

French challengers in the medium sector include the roomy and comfortable Peugeot 305, the soon-to-be-replaced Renault 18 and a relative newcomer, the Citroen BX, which has all the flair associated with that marque. The Japanese Subaru is the only estate in its class to offer four-wheel drive and comes in a turbocharged version.

The small-estate sector is dominated by the Ford Escort. Vauxhall's Astra is its nearest rival. Recently facelifted, the Escort comes in nine versions and a five-speed gearbox as standard with all 1.6 litre engines, which include Ford's refined and economical diesel.

The Astra is a nippy car, with a good combination of handling and ride and almost as much load space as its sister, the Cavalier. It, too, offers a 1.6-litre diesel as an alternative.

With Austin Rover not offering an estate version of the Maestro, the main small-car alternatives to the Escort and Astra are Japanese. The Nissan Sunny, Toyota Corolla and recently revised Mazda 323 are conventional load carriers with the usual Japanese promise of reliability.

More interesting technically is the Toyota Tercel, which alone of the estates in its sector has four-wheel drive. No one pretends that it has the versatility of Land-Rover but for motorists who need an off-road vehicle, it is a cheaper alternative.



The Montego (left) is pleasing and practical with room for seven and has optional features. Regata Weekend (right) is a one-engine model and is roomy and economical



## If the price is right the source doesn't matter

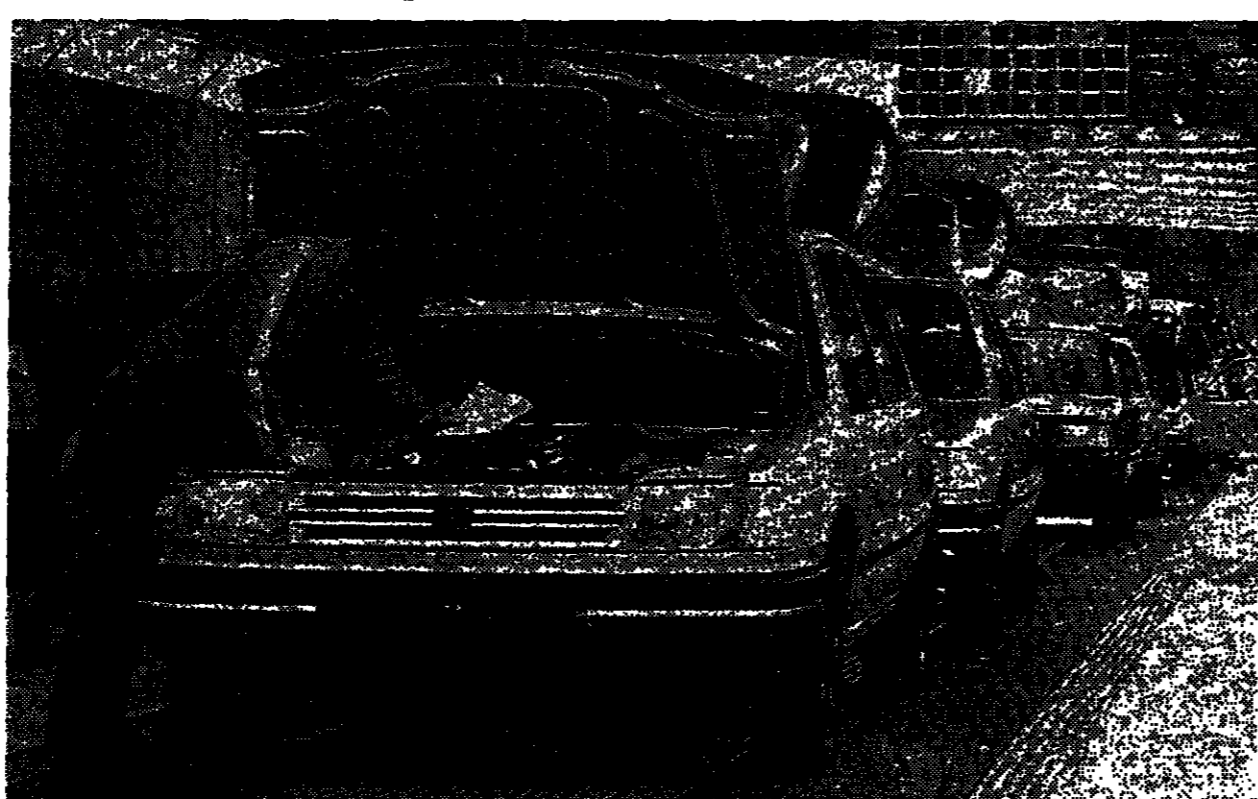
Directors and managers responsible for buying company cars in bulk have an unprecedented choice of British and imported models now that the origin of the cars is a matter of fast diminishing importance.

This follows the dominant roles of Ford and Vauxhall as No.1 and No.2 importers respectively as well as being the market leaders (together with Austin Rover) in UK new car registrations. Last year, when home market sales reached a record 1,832,408 cars, 58 per cent were imported. Of the Ford share of 485,492 cars with European parentage, 271,521 were made in Britain but 139,675 came from Germany, 43,599 from Spain while 30,697 were assembled in Belgium.

Ford says it would be wrong to suggest there is no resistance to imports but it is minimal these days. Modern production methods ensure that all cars conform with the model specifications which are followed precisely in all the factories. For most of our customers a Ford is a Ford wherever it originated.

As with private buyers, Ford find that those who buy in bulk have their minds concentrated wonderfully by dazzling discounts. With most Ford Sierra models, a current attraction is the fitting of a sunroof which would otherwise be a £300 extra. Fleet buyers can also get Sierras with the 1.8 litre engine based on terms for the 1.6 litre unit. This Sierra sales drive helped Ford take a 42 per cent share of the fleet market sales (defined as of 25 cars or more) in January compared with Vauxhall's 32 per cent and Austin Rover's 17 per cent. The 1985 figures were Vauxhall 45 per cent, Ford 40 per cent and Austin Rover 21 per cent.

Last year Vauxhall sold in Britain more Vauxhall cars imported from the mainland



Made in Britain: The Peugeot 309 being tested at the end of the assembly line in Coventry

of Europe than the 134,764 made in British factories. The imports, totalling 160,597 cars, came from Germany (77,458) Spain (61,358) and Belgium (21,781).

This is a sensitive issue at Vauxhall where, it is felt, the figures fail to reflect the contribution made by General Motors, the parent company, to Britain's economy through both cars and commercial vehicles via Bedford. In 1984, it is pointed out, GM earned £214 million for Britain in exports while GM divisions in North America and Europe bought £101 million worth of goods and services from UK suppliers. Huge investments, including high-tech paint facilities at both Luton and Ellesmere Port, are designed to extend the influence of

Britain in GM's global strategy.

Vauxhall report little anti-import resistance. A new Vauxhall may be British made; it may not, but the source has little or no bearing on the final decision about buying, it is said.

**Extra business in something different**

The more traditional importers like Fiat, Renault and VW-Audi share in a strong market move whereby fleet buyers increasingly select price brackets within which company car drivers can pick

what they want rather than having to choose from a restricted list of specified models. Many importers feel they have a model spread which can offer a wide fleet choice. They say they pick up extra fleet business because they can offer something different to the run-of-the-mill company car line-ups.

In the interests of employee satisfaction, price categories fixed by the pecking order in a company's staffing structure tend to be more generous than used to be the case. There are several reasons. This tends to stop long drawn-out arguments among the staff on the

company car theme. Also, having a company car is so old hat that the real interest is in having a good one, preferably better than the neighbour's!

This greater freedom of choice is a boost for the better equipped models with full in-car entertainments like a quality radio and cassette player. In basic car design features, such as improved road holding, quietness in engine running and ride comfort have all reflected the needs of company car drivers who spend many hours at the wheel and expect to drive in some style.

Imports have a virtual monopoly of diesel car sales in

Britain. Here the emphasis is very much on fleet use since the higher the annual mileage the greater the benefits in fuel economy and longer engine life. Diesel car sales in Britain of 14,530 in 1982 rose to 24,486 in 1983 and 45,382 in 1984. In the first 11 months of 1985 (the latest figure available) there were 62,597 sales. This is a small share of the total UK market (less than four per cent) but it is significant because of the steady growth which is expected to continue.

Japanese importers have not been as active in the fleet market as they would have liked because of the voluntary restrictions on shipments to Britain. But there is keen interest in long term growth business as indicated by Nissan UK, the leading Japanese importer into Britain with 105,517 new car registrations last year. Mr Brian Mahoney, a former Austin Rover executive, has joined the Nissan UK board as a director with special responsibilities for fleet sales.

With the assembly of the new Peugeot 309 at Coventry, the Peugeot/Talbot emphasis is poised to swing from imports to UK production. Last year there were 45,628 imports from France sold compared with 24,890 British made registrations.

The Peugeot 309 has 65 per cent British content with the assembly not just a bolting together operation since body parts come from France as sheet metal which is fashioned and put together in Coventry. So the 309 is classed as a British car.

Initial fleet orders are described as very encouraging.

Geoffrey Hancock

## More room now for the professionals

Increased demand for fleet management services seems to be part of the change in thinking which came during the worst of the recession. The search for efficiency was on with a vengeance so that after companies had rationalized workforces they then started to look at their more peripheral but nevertheless crucial activities among which car fleets were the most important from a cost point of view.

Gelco International, part of the United States-based Gelco Corporation, estimates that fleet management services now accounts for between 7 per cent and 9 per cent of a fleet market that in total amounts to 1.2 million vehicles.

Because of the changes in attitudes now emerging, a further growth this year in the use of fleet management services of at least 20 per cent seems likely. There was a growth last year of about a fifth.

These are estimates by Roy Foster, managing director of the Manchester-based Gelco International which has been a specialist in fleet management in Britain for 11 years. Gelco and Swindon-based PH & H, both with United States parents, claim to be the leading specialists in the fleet management sector where there is also an increasing number of companies which have won their spurs in contract hire and are putting their expertise in all aspects of fleet management to good use by offering specific fleet management arrangements.

Equally, Gelco has also diversified with a sister company now operating in contract hire.

Research for Gelco by Dunn & Bradstreet, the market research specialists, suggests that there was growth last year in leasing of vehicles, now accounting for about a fifth of the company car market, and rather more in contract hire (nearly 18 per cent of the fleet market). Outright purchase has slipped from rather more than 66 per cent of the company car market to less than 58 per cent. About 70 per cent of fleets still appear to be self-managed.

professionals such as Gelco see big room for expansion because so many fleets are still self-managed. It is those with car fleets of up to 300 vehicles which are seen as the likeliest now to turn to the professionals.

David Sciffe, Gelco's sales director, said: "Companies in this bracket are becoming aware that a fleet manager is no longer a man with grease on his hands and girly calendars on the wall. They need a financial controller who only wants to spend part of his time concerned with fleet management."

What fleet management companies offer, for a management fee, is to take on all the administrative burden of running a vehicle fleet from initial purchase of cars through their insurance and maintenance and repairs to their eventual sale and replacement.

The aim is to do all this with the greatest efficiency. But it does not run to what the contract hire companies effectively offer which is a total insurance on the bottom-line cost. Fleet management companies do not, for instance, guarantee a specific re-sale price for a fleet car at the end of its useful life.

For the medium-sized and smaller company particularly there is nevertheless the chance of benefiting from the discounts which big fleet management companies can secure from car makers. Gelco, for instance, is responsible for 30,000 vehicles. This call-

### Decisions are now being taken by top managers in the industry

bre of buying power can only be matched by the bigger British companies running their own fleets. It equally means discounts on replacement items from parts to tyres, batteries and exhausts.

But what the fleet management specialists claim is that their own controls also build in the expertise of qualified automotive engineers who can ensure that garages do what they should be doing in maintenance and repairs at the most reasonable price.

Mr Foster said: "With our extensive data base we can anticipate problems and provide a basis for decisions at the right time." Due warning can be given of what to do and when, anticipating snags and costs before they happen so that a strategy for a particular car fleet can be built up and the right decisions taken in good time.

As the City approaches the Big Bang that will widen competition later this year many financial institutions are turning to the fleet management services as more cars are being acquired as part of the remuneration packages for the financially skilled now in such demand. Some City firms have gone from ownership of a score of cars to nearer 200, according to Gelco.

What the bright young City gent is driving varies widely. There are high specification Vauxhall Cavaliers and Ford Sierras as well as the especially popular VW Scirocco, the VW Golf GTI, the whole range of BMWs and particularly the Audi Quattro models. Porsches, not unexpectedly, are in high demand.

But the fleet management

**ANY MAKE ANY MODEL**

plus the complete range of Fleet Services including:-

Contract Hire      Outright Purchase  
Fleet Management      Sale & Lease Back

**HERONDRIVE**

The right decision

Telephone: 01-965 5767

Head Office: 101 Brentfield Road, London NW10 8LD

**ISN'T IT TIME YOU CUT OUT YOUR FINANCIAL LIABILITIES?**

Whoever put the company fleet under fixed assets must have had a sense of humour. Anything with four wheels usually results in the longest long term liability ever. Until now, Because Fleet Management Services Ltd

can remove all the time and money lost on fleet management. Quite simply, we do it for you. Whether it's leasing, contract hire or full fleet management. Just weigh up the alternatives and you'll find the answer. On your balance sheet. For further details please return the coupon or telephone Mr Ford on (0743) 241121.

Please send me further details of your services.

NAME: \_\_\_\_\_ COMPANY: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_ TELEPHONE: \_\_\_\_\_

Fleet Management Services Ltd  
LEASING - CONTRACT HIRE - FLEET MANAGEMENT  
Severn House, St Julian's Friars, Shrewsbury SY1 1JP  
Telephone: Shrewsbury (0743) 241121

Managing Directors, Finance Directors, Fleet and Transport Directors, Company Secretaries, Sales Directors...

**DON'T make any decisions about your company's fleet until you have visited**

THE 1986 Fleet News MOTOR SHOW

Wembley Conference Centre, March 4th, 5th & 6th

....The only exhibition dedicated to business vehicle management.

For details and a ticket call 01-488 7788

FOOTBALL: ISRAEL MANAGER HAS HIGH HOPES FOR ROBSON'S MEN IN MEXICO

Praise in the promised land for England's midfield composure

By Stuart Jones, Football Correspondent

Joe Mirimovich believes that England could win the World Cup this summer. The manager of Israel, who is about to lose his position after failing to qualify for the finals, acted as an amicable diplomat earlier this week, but he was not merely offering a warm farewell as he gave his opinion at Ben Gurion airport on Wednesday evening.

competent in the air so the approach was ineffective. I appreciate that English crowds like excitement and goal-mouth incidents but that method will not win World Cups and especially in the heat and at the height of Mexico.

Robson's comeback bordered on the sensational. It was reasonable for the England manager, Bobby Robson, later to compare his heavy influence to that of Platini's on the fate of France. England's captain confirmed that he is a match-winner of the highest calibre and, after winning his fifth cap, he revealed during the flight home that he had set himself another personal target.

(Wilkins himself admits that he is not yet completely comfortable with their partnership), there can be few doubts that they form England's most productive unit.

Ireland's organization is a bane to the opposition

By David Miller

It was, L'Equipe said truthfully, a caricature of a match. Yet French players and commentators managed to extract some satisfaction from the frost-bound goalless draw against Northern Ireland on Wednesday, the Irish are well entitled to do likewise.

It is now seven matches since Northern Ireland conceded a goal, and they have drawn their last three matches in Bucharest, London and Paris, which are not a few teams who will be glad to do whatever the haphazard circumstances of this latest achievement, in which it was almost impossible to turn sharply in the icy middle area of the pitch.

McDonald and Donaghy perform to such a level without being either violent or underhand. McDonald, given the advantage of all defenders on Wednesday evening of being able to face the ball against attackers vainly trying to turn with it, was again outstanding for his positional judgement.

Arthur Cox, the Derby County manager, could face a charge of bringing the game into disrepute over remarks he allegedly made to the Sheffield Wednesday goalkeeper, Martin Hodge, after the 1-1 FA Cup semi-final draw between the two clubs at the Baseball Ground on Wednesday night.

Shapter clear

Lester Shapter, the referee, has escaped being charged by the Football Association after remarks he is alleged to have made to Danny McGrain at Southampton and England winger.

Wilson's consolation prize

Paul Wilson, whose hopes of a professional football career were ended last month by a knee injury, has received some consolation in the form of a place in the England semi-professional squad for the international against Wales at Merthyr Tydfil on March 18.

Tuohy resigns

Liam Tuohy, the former Republic of Ireland manager, has resigned as manager of his country's youth team. Tuohy said: "Recent events have made it impossible for me to continue managing the youth team. My resignation will enable Jack Charlton to appoint his own man to the position."

Spanish loan for Donowa

Louie Donowa, the Norwich City and England Under-21 winger, has joined the Spanish second division club, La Coruna, on a month's loan.



Winding up before winding down: Gerrie Coetzee and his trainer, Willie Locke, wrapping up at the Lonsdale gym five days before Coetzee's World Boxing Association final heavyweight eliminator against Frank Bruno at Wembley

GOLF

Lyle is finding it hard to qualify

The vast differences in climate and conditions between playing golf in the United Kingdom and whacking the wee ball around in the United States has rarely been better demonstrated than by Sandy Lyle's disastrous opening round yesterday on his return to the Open here after his three-week sojourn at Sunningdale to attend the birth of a second son to his wife Christine.

HOCKEY

The Army break into a run

The Army went on the march at Bisham Abbey yesterday to spoil the record of the Civil Service, who had looked invincible after they had beaten the Royal Navy and the Royal Air Force. On this performance the Army must be favourites to retain the title in the Services championships starting at Willsden on Monday.

BOXING

Spanish loan for Donowa

Louie Donowa, the Norwich City and England Under-21 winger, has joined the Spanish second division club, La Coruna, on a month's loan.

RACING

Courses to get £10m from Levy Board

The Levy Board plan to make more than £10 million available for the modernization of Britain's racecourses before the end of the decade. The need to improve facilities at the race-track was described as an urgent priority in the board's 1985 Strategy Review, published yesterday.

Other plans include the granting of an extra 20 evening meetings next year and a re-examination of the way prize money is allocated.

OXFORD TORPIDS

Oriel rowed over at the head of Oxford University Torpids yesterday. Kieble trailed so far behind as not to offer the remotest threat. Pembroke, in third place, were well out of touch with Kieble, but could be challenged by Christ Church today.

SMOOKER

Thorne cruises through

Willie Thorne rolled home a succession of majestic breaks to cruise to his second major final of the season in the Dulux British Open at Derby yesterday.

FOR THE RECORD

NONCHETTY CLIP (women's 500m final) won by Linda Latham (1:00.00). Davina Newson (1:00.50) and Alison Peck (1:01.00) were runners-up.

BASKETBALL

WARRINGTON (100-80) beat Wigan (80-70) in the final of the British Basketball League Cup at Wigan on Wednesday.

ICE HOCKEY

GLASGOW (5-2) beat Dundee (2-1) in the final of the British Ice Hockey League Cup at Glasgow on Wednesday.

TENNIS

LAURENCE (6-4, 6-3) beat McEnroe (4-6, 3-6, 6-4, 6-3) in the final of the British Tennis League Cup at London on Wednesday.

FOOTBALL

FREIGHT ROVER TRIPPY: Southern section: Portsmouth 2-1, Oxford 1-0, Reading 1-0, Southampton 1-0, Watford 1-0.

WOMEN

WARRINGTON (100-80) beat Wigan (80-70) in the final of the British Basketball League Cup at Wigan on Wednesday.



THE RIGHT PLACE TO BE

In advertising, the right place to be is in The Times Classified. It is in our advertisement in the space below. (Latest minimum charge £100 per line per week. All rates in £100 per line per week. All rates in £100 per line per week.)



Handwritten signature or scribble at the bottom of the page.

# Rethink over security arrangements may be necessary, Brown says

Agencies - Tony Brown, the England manager, believes that security arrangements for the Trinidad stage of the West Indies tour may have to be re-examined if local political protests seriously affect the match against the island side which starts today.

Brown, who flew out from Heathrow airport yesterday with England's replacement batsman, Wilf Slack, said: "If things turn out to be worse than we expected, we will have to look at the security arrangements again. But we have had all the assurances we would expect and every effort has been made in the West Indies."

"We expected demonstrations in Trinidad and that is their right. They have the freedom to demonstrate and all we expect is the freedom to play. The West Indies cricket board have assured us of that. They have said we are allowed into every area in the West Indies."

If there is violence, however, the match may not take place. England, who were due to arrive in Trinidad late last night, do not intend to stay on the island if they feel they are in danger. The secretary of the West Indies board, Steve Carmichael, hinted at the existence of a plan to switch next week's second Test match elsewhere when he said: "We believe we have all the options covered."

As if their troubles on the field were not enough, England's match was moved to Queen's Park Oval from the

more open Guanacra Park because authorities feared demonstrations could turn violent. The island's major trade unions are protesting against the presence of Gooch, Emburey, Willey and Taylor who toured South Africa with the rebel England team in 1982.

The four were suspended from Test cricket for three years but this has not mollified apartheid protesters who are only too well aware that West Indians playing in South Africa have been banned for life.

Mr Brown's luggage includes protective batting gear and special drinks to combat the heat. He said he expected Slack, the left-handed Middlesex opening batsman who was born in St Vincent and has played for Windward Islands, to do well as the replacement for his injured county captain, Mike Gatting, who has had a successful operation on his shattered nose.

"Wilf has played in the West Indies and knows what he is letting himself in for," Mr Brown said. "He is a good batsman who was very close to selection in the first place."

Slack, who was plucked from England's B side, touring Sri Lanka and was one of their leading performers, is looking forward to the Caribbean challenge. He said: "As an opening batsman, I know what the line of attack is going to be. To me it's quite normal, because I always bat when the ball is

hard. But I am not looking at it negatively. A couple of the guys have scored half centuries and that's the positive way to think about it."

Slack posed for photographers at the check-in desk, holding a batsman's helmet, and joked: "Do you think I will need this more than my hat?" He looks like a man given a quick taste of the action; he is in the squad of 12 for the Trinidad match and may play in place of Lamb. Apart from Gatting, before his injury, Lamb has been in the most impressive form and could be ready for his first rest of the tour.

Botham, Ellison, Thomas and Downton, who also played in the first Test match, will definitely not play. Botham is still suffering from a groin strain, while Downton's omission allows the reserve wicketkeeper, French, to have his first game. He should have kept wicket against Leeward Islands in Antigua, but a dog bit him while he was out training.

Foster, Taylor and Emburey will be endeavouring to win back their Test places, but most interest will surround the batting form of Gower, Robinson, Smith and Slack. Gower, Robinson and Smith have had a torrid time so far, and Slack's arrival could provide much-needed impetus.

ENGLAND (from p. 1) Gower (captain), A. J. Lamb, W. N. Slack, P. Willey, B. N. French, J. Emburey, P. H. Edmonds, N. A. Foster, L. B. Taylor.



Willie Brooks emerges from Portman Square yesterday, having been granted his licence

# Latest recruit to training should soon win his wings

By Michael Phillips

This year should be a momentous one for Willie Brooks, who became the latest recruit to the training ranks yesterday when he was granted a licence for the coming Flat season by the stewards of the Jockey Club.

In May, Brooks expects to become a father for the first time but before then he hopes to have saddled his first winner as a trainer in his own right, having spent the last eight years assisting Barry Hills and Paul Cole in Lambourn. It is there that he will practice his art.

When Cole moved to Whatcombe last year, he put Hill House on the market, either as a whole or in two lots. Brooks has bought the bottom yard, which consists of 38 boxes and the snug adjoining cottage. The main house and yard, comprising another 70 boxes, is still for sale.

Brooks will be starting out on what is often regarded as a hazardous career at the same time as Michael Dickinson and Lester Piggott, two names far more familiar to the racing public. But it has been quite a struggle to get this far.

While Dickinson has deservedly been fed some of the cream of Robert Sangster's bloodstock at Manton after making such a name for himself training jumpers, and Piggott has been helped by the many friends and contacts he made riding to fill his Eve Lodge stables in Newmarket, Brooks has had to start from scratch without a fanfare of publicity.

Because he only got his licence yesterday, he has had to sell himself quietly without wishing to prejudice the stewards' decision. And their inspectorate could only give the green light a fortnight ago when the contracts were finally exchanged and matters of security tidied up.

Despite these problems, Brooks will still start his first season with 18 boxes, which is seven more than his predecessor began with 18 years ago. And this has only been made possible by the decision of his father, John, to sell his home in Virginia Water, move into the cottage which his son vacated in the middle of Lambourn, and inject capital

into what has become a £200,000 family project.

For John, it has been rather like returning home to rediscover his roots because he was born in one of the old cottages at Seven Barrows when his father, George, was riding for Captain Mather Jackson during the 1920s. John was not affected by the racing bug and chose the RAF as a career but his son finally succumbed to its magnetic draw when he was studying law at Kingston Polytechnic.

Discussing this first major crossroads in his life, Brooks said: "Mum and Dad went up the wall at the time but when they realized that I was hooked and serious they gave in and gave their blessing."

Soon after that, he spotted Barry Hills' advertisement for a pupil-assistant.

By giving him the option to buy the bottom yard and then allowing him to move into it two months before the contracts were finally exchanged so that he could begin to get things organized; then, at Christmas, came a good luck gift of five new head collars from Hills.

But owners still had to be found, boxes filled and staff recruited. Brooks describes his owners as a cross-section of the grass roots of racing: local syndicates comprising the provincial butcher, baker and candlestick-maker.

He was not in a position to buy speculatively in the autumn so all the yearlings, none of which cost more than 4,100 guineas, were bought for owners who could produce the money in advance. It was a case of buying the athlete rather than the pedigree but, nonetheless, all the two-year-olds are by fast horses so he should not have to wait too long for his first winner.

The stable's first runner is likely to be Mr Gardiner, a four-year-old belonging to Prince Fahad Salman, who was both quick and ready to support the new enterprise.

Mr Gardiner was a decisive winner of his final race last season and while he did not take kindly to hurdling this winter, he looks full of the joys of spring now.

Another to relish the new challenge is Brooks's head man, Robert (Jock) Waterston, who spent the last 17 years working for Cole. The wish to remain in Lambourn coupled to the chance of promotion were his reasons for a switch of allegiance.

For his previous employer he looked after such good horses as John de Coombe and Reach. Renowned as a particularly fine work rider, Waterston clearly has a deft touch, because his current charges are exuding good health.

So, with Waterston at his side, Brooks already has a lot going for him. If boundless enthusiasm, a capacity for hard work, dedication and honesty count, we should certainly be hearing a lot more of the stable in the coming months.

Queen has five at Newmarket

William Hastings-Bass is to resume training for the Queen this season. The Newmarket handler, who moved to Australia to begin a new career in 1983, only to return within a year, will train five of the Queen's two-year-olds.

They include Palais De Danse, who is by Dance In Time, and is a full brother to Red Shoes.

Hockey

Oxford's eyes on a repeat of 1983 win

By Joyce Whitehead

Oxford stage the University match at the Parks tomorrow where another exciting encounter is in prospect. This is perhaps more so tomorrow as it always has been since the first time in 1983, when the Blues were drawn 3-3 in 1985 and 1-1 in 1984. Oxford will, no doubt, be hoping for a repeat of their 3-0 victory in 1983.

The Cambridge captain, Ruth Lupton, recently broke her arm and it is doubtful whether she will be fit to play. Cambridge include three other Blues in their side, Lesley Cowans (Sidney Sussex), Alison O'Neill (St Catharine's) and Margaret Allen (Girton), who has played for England at under-18 level and now plays for Cambridge.

Oxford are fielding four Blues - Jane Herron (St Hilda's), Elizabeth Steele (Somerville), Katharine Smallman-Smith (St Hugh's) and Karen Reynolds, the captain from Merton who was a West under-21 player for two years and has played for Gloucestershire for three seasons.

Irish meeting the only hope

There will be no racing again in Britain tomorrow. Market Rasen was abandoned yesterday afternoon because of severe frost and this followed similar announcements earlier in the day at Newbury, Hereford and Haydock Park.

An inspection will be held at 10am today to see if tomorrow's Irish meeting at Newbury can go ahead. Prospects there are grim but the meeting may be transferred to Leopardstown.

Phoenix prize doubled

The prize money for the Heitz 57 Phoenix Stakes is to be doubled to £200,000 this year, making it twice as valuable as any other two-year-old race in Europe with a guaranteed first prize of £132,000. The six-furlong event will be run on August 10 at Phoenix Park - the first time it has been held on a Sunday.

Ray Laing, who trained Roaring Riva to win the race last year, said: "I have about 30 two-year-olds in training and if one of them is good enough I will be back. However, with the race worth £200,000, I don't expect to have everything my own way this year."

Jonathan Irwin, the chief executive at Phoenix Park, said: "We believe that owners and trainers now have the incentive to bring their two-year-olds into form a little earlier."

Hunting horns signal hunt is all but over

By Paul Harrison

While Polonia's players carried their coach, James Tytko, around the court on their shoulders to a salute of Polish hunting horns, Speedwell Racaner's coach, Steve Nuth, considered his team's failure, Polonia's 3-1 (15-10, 17-15, 6-15, 15-10) victory on Saturday over Speedwell virtually assured them of the Royal Bank League first division title.

For Speedwell and Nuth it was the end of a brave attempt. They had, after all, led the league for most of the season and two defeats by their west London rivals are their only blemishes so far.

"We got what we deserved," Nuth said. "Only got going in the first half. We were prepared to take my share of the blame. I think I played myself too much and I made a few mistakes at a crucial stage in the second set."

Tytko, who is resigning at the end of the season because of pressure of work, made his respect for Speedwell clear. "We only have one match at home which is competitive, and that is

against Speedwell. And only one match away, and that is at Speedwell."

The lack of competition throughout the season worries both teams. Polonia have only three matches left at Malory, Poole OBC and Newcastle (Staffs) and despite their uncertainty against poorer opposition it is hard to see them throwing away the title.

The Superbowl competition, inaugurated this season, is sure to pit them against Speedwell again as the top four clubs do battle on May 17 at Farnborough. In all competitions this season, for the first time, prize-money is to be won by the men's and women's cups get £350 each. The Superbowl has been allocated £1,600 to be shared between the four competing teams. Taking part is still important but so, too, is the money.

Queen has five at Newmarket

William Hastings-Bass is to resume training for the Queen this season. The Newmarket handler, who moved to Australia to begin a new career in 1983, only to return within a year, will train five of the Queen's two-year-olds.

They include Palais De Danse, who is by Dance In Time, and is a full brother to Red Shoes.

Hockey

Oxford's eyes on a repeat of 1983 win

By Joyce Whitehead

Oxford stage the University match at the Parks tomorrow where another exciting encounter is in prospect. This is perhaps more so tomorrow as it always has been since the first time in 1983, when the Blues were drawn 3-3 in 1985 and 1-1 in 1984. Oxford will, no doubt, be hoping for a repeat of their 3-0 victory in 1983.

The Cambridge captain, Ruth Lupton, recently broke her arm and it is doubtful whether she will be fit to play. Cambridge include three other Blues in their side, Lesley Cowans (Sidney Sussex), Alison O'Neill (St Catharine's) and Margaret Allen (Girton), who has played for England at under-18 level and now plays for Cambridge.

Oxford are fielding four Blues - Jane Herron (St Hilda's), Elizabeth Steele (Somerville), Katharine Smallman-Smith (St Hugh's) and Karen Reynolds, the captain from Merton who was a West under-21 player for two years and has played for Gloucestershire for three seasons.

Queen has five at Newmarket

William Hastings-Bass is to resume training for the Queen this season. The Newmarket handler, who moved to Australia to begin a new career in 1983, only to return within a year, will train five of the Queen's two-year-olds.

They include Palais De Danse, who is by Dance In Time, and is a full brother to Red Shoes.

Hockey

Oxford's eyes on a repeat of 1983 win

By Joyce Whitehead

Oxford stage the University match at the Parks tomorrow where another exciting encounter is in prospect. This is perhaps more so tomorrow as it always has been since the first time in 1983, when the Blues were drawn 3-3 in 1985 and 1-1 in 1984. Oxford will, no doubt, be hoping for a repeat of their 3-0 victory in 1983.

The Cambridge captain, Ruth Lupton, recently broke her arm and it is doubtful whether she will be fit to play. Cambridge include three other Blues in their side, Lesley Cowans (Sidney Sussex), Alison O'Neill (St Catharine's) and Margaret Allen (Girton), who has played for England at under-18 level and now plays for Cambridge.

Oxford are fielding four Blues - Jane Herron (St Hilda's), Elizabeth Steele (Somerville), Katharine Smallman-Smith (St Hugh's) and Karen Reynolds, the captain from Merton who was a West under-21 player for two years and has played for Gloucestershire for three seasons.

Queen has five at Newmarket

William Hastings-Bass is to resume training for the Queen this season. The Newmarket handler, who moved to Australia to begin a new career in 1983, only to return within a year, will train five of the Queen's two-year-olds.

They include Palais De Danse, who is by Dance In Time, and is a full brother to Red Shoes.

Hockey

Oxford's eyes on a repeat of 1983 win

By Joyce Whitehead

Oxford stage the University match at the Parks tomorrow where another exciting encounter is in prospect. This is perhaps more so tomorrow as it always has been since the first time in 1983, when the Blues were drawn 3-3 in 1985 and 1-1 in 1984. Oxford will, no doubt, be hoping for a repeat of their 3-0 victory in 1983.

The Cambridge captain, Ruth Lupton, recently broke her arm and it is doubtful whether she will be fit to play. Cambridge include three other Blues in their side, Lesley Cowans (Sidney Sussex), Alison O'Neill (St Catharine's) and Margaret Allen (Girton), who has played for England at under-18 level and now plays for Cambridge.

Oxford are fielding four Blues - Jane Herron (St Hilda's), Elizabeth Steele (Somerville), Katharine Smallman-Smith (St Hugh's) and Karen Reynolds, the captain from Merton who was a West under-21 player for two years and has played for Gloucestershire for three seasons.

Queen has five at Newmarket

William Hastings-Bass is to resume training for the Queen this season. The Newmarket handler, who moved to Australia to begin a new career in 1983, only to return within a year, will train five of the Queen's two-year-olds.

They include Palais De Danse, who is by Dance In Time, and is a full brother to Red Shoes.

Hockey

Oxford's eyes on a repeat of 1983 win

By Joyce Whitehead

Oxford stage the University match at the Parks tomorrow where another exciting encounter is in prospect. This is perhaps more so tomorrow as it always has been since the first time in 1983, when the Blues were drawn 3-3 in 1985 and 1-1 in 1984. Oxford will, no doubt, be hoping for a repeat of their 3-0 victory in 1983.

The Cambridge captain, Ruth Lupton, recently broke her arm and it is doubtful whether she will be fit to play. Cambridge include three other Blues in their side, Lesley Cowans (Sidney Sussex), Alison O'Neill (St Catharine's) and Margaret Allen (Girton), who has played for England at under-18 level and now plays for Cambridge.

Oxford are fielding four Blues - Jane Herron (St Hilda's), Elizabeth Steele (Somerville), Katharine Smallman-Smith (St Hugh's) and Karen Reynolds, the captain from Merton who was a West under-21 player for two years and has played for Gloucestershire for three seasons.

Queen has five at Newmarket

William Hastings-Bass is to resume training for the Queen this season. The Newmarket handler, who moved to Australia to begin a new career in 1983, only to return within a year, will train five of the Queen's two-year-olds.

They include Palais De Danse, who is by Dance In Time, and is a full brother to Red Shoes.

## CRICKET

# Gomes the threat if peace wins

Kingston - Larry Gomes has it in his power to win the Test stay in Trinidad - but only in a cricketing sense (the Press Association reports). The immediate concern for David Gower and his side was the reception planned for them when they flew in from Jamaica late last night. Anti-apartheid protesters were expected in large numbers at the airport and around the Queen's Park Oval in Port-of-Spain today when England's three-day game against Trinidad and Tobago begins.

If the matches arranged for Trinidad can go ahead peacefully, Gomes is likely to feature in all of them and could have an important say in whether England are able to come back from 1-0 down in both the one-day and Test series.

Yet the 32-year-old batsman might easily have been banned from them. On his own admission, he was tempted by an offer from South Africa in 1983.

Second innings

S. Westmoreland 24 (40m)

Ravi Ramnarain 10 (15m)

Aravinda de Silva 2 (Taufeeq)

R. L. D. Mendis 0 (Mudassar)

Taufeeq 28

A. Ramnarain 2 (Taufeeq)

A. L. F. de Mel 0 (Taufeeq)

Rummen 0 (Taufeeq)

Asoka de Silva not out

W. M. G. Perera 0

Taufeeq 0

Extras (b 3, w 6, nb 7) 16

Total 101

FALL OF WICKETS: 1-14, 2-19, 3-41, 4-43, 5-74, 6-74, 7-80, 8-100, 9-107.

BOWLING: Imran 15-29-2, Akram 5-5-17, Odeh 7-1-19-0, Taufeeq 15-45-6.

PAKISTANE First Innings 220 (Mudassar Nazir 81, Salim Malik 54)

was in his first match for them that he scored the century against Essex which so infuriated me.

I never saw him play. Essex used to meet Worcestershire at Leyton on Bank Holiday weekends and I remember the matches of 1937 (the first time I saw C.F. Walters) and 1933 (the Nawab of Patnauli's off-drive). But I learn that he was an elegant batsman, strong on the off side in the amateur tradition and elegant also in dress and demeanour.

Robertson-Glasgow, who played against him twice in the University match, wrote that "surprisingly, he was the Beau Brummel of the Cambridge side" and that his batting was "the very mirror of orthodoxy" which did not prevent him from being bowled out in 1922 by a vast off break by Raikes which (according to the same authority) "pitched nearly off the mown surface" - but by then he had shared in a steady opening partnership which had put Cambridge securely on top.

He was an all-round games player: he won a Blue for hockey and played rugby well; but golf was his principal sporting interest after (sometimes even before) cricket. He had much to do with the County Cricket Club's Golf Society, founded by his Warwickshire captain, F.S.G. Calthorpe. In one University match he won his single 7 and 6 and his foursome 4 and 2. He died in 1976, never knowing that he was my very own Gankrodger.

Alan Gibson

# Incident mars Pakistan victory

Kandy (Reuters) - Pakistan's victory over Sri Lanka by an innings and 20 runs here yesterday was marred by an unsavoury incident which took the Sri Lankan batsmen and the umpires off the field for 30 minutes.

The incident occurred when Ranatunga, who was top scorer for Sri Lanka with 33, was given not out when Rameez at forward short-leg appealed for a catch off Taufeeq. Ranatunga was subjected to a verbal barrage from the fielders and protested to the umpires. He then left the field with the other batsman, Dias, followed by the umpires.

Pakistan's manager, Saleem Asghar Nain, rushed on to the field and consulted with the captain, Imran Khan, before play resumed. After the match Imran said his team had felt that Ranatunga was out and should have walked.

"Their anger was directed at the batsman and not the umpires. Test matches have become a serious business and it is very easy to flare up in the competitive atmosphere," Imran said.

Pakistan owed their victory to the off spinner, Taufeeq, who returned his best Test figures of six for 45.

# Fiddian-Green: Beau with the less than dandy name

Sir Neville Cardus wrote an essay on the names of cricketers in which he made amusing play with Gankrodger, Gankrodger was a Worcestershire player before the First World War. Cardus was still at school in Lancashire. From an evening paper, on an inside page, he learned that Worcestershire had lost six wickets for 60 against Lancashire (he consulted the inside page first to prepare himself against the possibility of Fiddian-Green's name on confidently to the stop press).

He was disgusted to find that Worcestershire had made a stout recovery and that Gankrodger was 82 not out. His disgust was intensified because he felt that nobody with such a name was fit to be a first-class cricketer. "I am glad," he wrote mordantly, "that he never played for England."

I had a similar experience myself when I was a young lad living at Leyton and assiduously supporting Essex. Essex were doing promisingly at Worcester but their progress was wrecked by a character I had never heard of called Fiddian-Green. I believe it was in the stop-press columns that I read of this unexpected thing and, though I had never heard of Cardus, Fiddian-Green seemed to me as much an insult after injury as Gankrodger was to him. He was not a Worcester regular. It was only recently that I came across his name again, in a passing reference, and this, recalling the distant pages, prompted me to look him up in the books.

I discovered that he was not a bad player, though I still do not find his name attractive (it was even worse than I had thought: in full he was Charles Anderson Fiddian-Green). The only other person I remember who was blessed with this trick of a Christian name which

forestalled half of a double-barrelled surname is John MacGregor, Kendall's Kennell-Carpenter, the headmaster of Wellington School.

Fiddian-Green was at the Leys School, went up to Cambridge after the first war and in 1921 won a Blue. He did not come into the side until the year but then scored so heavily that he kept out several batsmen who were to become more famous, including T.C. Lowry, the first captain of New Zealand. In 1922 he came second in the Cambridge averages (just under 50) and was chosen for the Gentlemen at Lord's.

So I really should have heard of him, even though that was the year before I was born; but his cricketing fate was that of many amateurs from these onwards. He could not afford the time to play regularly. He became a master at Malvern, where he succeeded the great Charles Toppin as cricket master.

Elegance off and on the field

Toppin's creed had been stroke-play, so much so that it was said that no batsman ever had any defence when he left school, and Fiddian-Green, though a stroke-maker himself, introduced a little restraint. He had first played for Warwickshire in 1920 and continued to do so in the holidays until 1928. In his last year he headed the county averages, just over 50.

He did not play for the next few years but returned - now for Worcestershire - for some matches from 1931 to 1934. In 1931 he headed the Worcestershire averages (40) and it

# Two Britons are surprise stars of satellite series

By Rex Bellamy, Tennis Correspondent

The Lawn Tennis Association presumably have mixed feelings about the fact that Andrew Castle and Robin Drysdale were Britain's most successful players in the five-week satellite series that ended yesterday at the David Lloyd Sports Club, Warrington.

Castle, aged 23, recently returned home after more than four years at Wichita State University, Drysdale, aged 33, is semi-retired and spends much of his time coaching. They were not exactly the players the LTA had in mind when promoting the circuit.

Castle reached the singles semi-final at Telford and Drysdale came within a point of advancing to the final at Queen's Club as a competitor. Drysdale has more of a past than a future, so he was hardly in the running for the £500 Dewhurst Award.

The national team manager, tournament director and referee jointly decided that Castle was the British player who had made the most progress during the series in terms of "results, attitude and sportsmanship".

Castle also won £34 in prize-money. The series cost him about half his total earnings, including the award. He plans to spend some of the profit improving his strength, speed and general fitness during a month's course at Pat Cowdell's gymnasium in Birmingham. Having graduated in marketing, Castle is now playing tennis full time. Before long he could join the small group of contemporaries who are challenging for a place in Britain's Davis Cup team.

The prize-money on offer in yesterday's final at Warrington, £910 for the singles winner and £337 for the successful doubles pair, seems modest by today's standards; but in terms of pounds for sets won during the tournament, Olivier Delaire and, in the doubles, Dean Botha and Denis Maasdorp, were more richly rewarded than the corresponding champions at the first open Wimbledon in 1968. Rod Laver and the doubles team of John Newcombe and Tony Roche.

The doubles final was played first because, for some reason, Doug Burke had arranged to be on a 3.10 flight from Gatwick to Vienna. Burke and Andy Gordon, the United States' best points in the first set - their best chance came when Maasdorp was serving at 5-6 and love-40 - but were beaten 7-6, 7-5 by the South Africans.

Botha served for the match 5-3 in the second set but Burke and Gordon got back into the running, for a while anyway, with a run of eight points out of nine. Both pairs had a consistently successful series. Even at this modest level, doubles specialists can make ends meet with a little to spare.

Delaire, the 18-year-old Frenchman, beat Freddie Sauer, a Dutch citizen born in South Africa, 7-5, 6-2 in the singles final. This meant that in all his four matches Delaire beat a seeded player in straight sets. He has run into form at the right time because he has been granted a wild card place in a second round tournament (his first) in his home town of Metz, beginning on March 10.

The more experienced Sauer made the better start yesterday. He led 4-2, had three set points and a little to spare, but then lost five consecutive games and, as if that was not enough, cut a finger as well. Sauer never had another chance to break through.

As compensation, Sauer emerged as the second biggest money winner in the series with £1,989, compared with Christian Bergstrom's £2,371.

MOTOR RACING

# Ford engine has successful trials

By John Blunsden

The twin turbocharged 1½ litre V6 engine which is bringing Ford back into grand prix racing has successfully completed its first circuit tests and the company's private test track at Boreham, Essex, a former wartime airfield which became a race circuit temporarily in the 1950s.

Both Patrick Tambay and Alan Jones, the drivers engaged by Carl Haas this season for his new Formula One team, took part in the test. It also marked the first appearance of the team's new car, which has been designed and built by Formula One Race Car Engineering (FORCE) at their new base near Heathrow Airport.

Although there are visual similarities between this car and the Beatrice-Hart which took part in three grand prix at the end of last season (and will be used in the Brazilian Grand Prix on March 23), the compact dimensions of the Ford F1 engine have called for a big redesign at the rear of the car, including the use of an extended transmission housing to compensate for the engine's shorter cylinder block.

The new 1200 V6 engine marks a renewal of the collaboration between Ford and Cosworth engineering, which 19 years ago resulted in the famous 3 litre Ford DFV, a V8 engine which won its first grand prix and then went on to record 154 further victories over 16 years.

However, for Ford and for Keith Duckworth, the engine's designer, the DSV is a difficult - if not impossible - act to follow. Turbo technology has brought not only huge additional costs but also a period of high mechanical mortality to the grand prix scene (it took Renault 25 races to win their first GP with a turbo, while Honda, who ended last season with the most powerful engine, required 15 attempts).

More than ever before, the accent this season will be on engine efficiency, with fuel tankage being restricted to 195 litres, and the Ford F1 engine has been equipped with the company's EEC-IV on board computer, which has been developed by the Ford electrical and electronic engineering division, employing aerospace technology, and is claimed to be the world's most powerful and sophisticated electronic engine management system. The equipment, which is also to be found on the engines of the latest Granada saloons, not only controls and monitors the engine, ignition and turbo-charger systems of the formula one car, but is also capable of self-diagnosis, thereby providing a "belt and braces" facility to ensure that the engine is always operating at optimum efficiency.

Initial trials having been successfully completed, the team will now begin a further programme of circuit testing in the United Kingdom and on the continent before committing the new car and engine to their first grand prix. This could be at Jerez, where a new circuit is due to be used for the Spanish Grand Prix on April 13, although the more likely debut will be in the San Marino Grand Prix at Imola two weeks later.

BOBSLEIGHING

# De La Hunty secures second place in team

From Chris Moore, Königssee

Tom De La Hunty secured the second place in the British team for tomorrow's world event at the world championships in Königssee by beating Mark Tout in yesterday's selection race during official practice.

De La Hunty, a PT instructor in the RAF, and his crew of Neil Coyne, John Edwards and Peter Brugmani were 0.69sec faster over two runs after producing the quickest time so far of any British crew on the opening day. They clocked 49.48sec, the ninth fastest of the *lauf*, which even Nick Phipps in his hired British sled could not match yesterday. Phipps was also slower than De La Hunty on the second run and is considering a switch in his crew in an effort to improve his start times.

He has already had to bring in a first-year bobbler, Colin Harris of the RAF, instead of the injured Keith Power, and on yesterday's evidence the Allied Steel crew were not getting their act together sufficiently well.

Each member of Switzerland, who clocked 49.05sec on the first run, and Ralph Pickler, who clocked 49.13 on the second, were quickest yesterday, in sealing the sled could not match yesterday. Phipps was also slower than De La Hunty on the second run and is considering a switch in his crew in an effort to improve his start times.

He has already had to bring in a first-year bobbler, Colin Harris of the RAF, instead of the injured Keith Power, and on yesterday's evidence the Allied Steel crew were not getting their act together sufficiently well.

Each member of Switzerland, who clocked 49.05sec on the first run, and Ralph Pickler, who clocked 49.13 on the second, were quickest yesterday, in sealing the sled could not match yesterday. Phipps was also slower than De La Hunty on the second run and is considering a switch in his crew in an effort to improve his start times.

He has already had to bring in a first-year bobbler, Colin Harris of the RAF, instead of the injured Keith Power, and on yesterday's evidence the Allied Steel crew were not getting their act together sufficiently well.

Each member

RUGBY UNION: A SOUND INVESTMENT AND PLENTY OF HOT AIR

Exorcising the Scots to face the rampaging men of Ireland

By David Hands, Rugby Correspondent

England placed their main training investment in the bank yesterday. They spent three hours at the Bank of England ground in Rochampton exorcising the ghosts of the record defeat at Murrayfield a fortnight ago in the hope of meeting Ireland at Twickenham tomorrow in the Save and Prosper international.

Their usual training ground at St Mary's College, Strawberry Hill was unfit because of the freezing weather and the Rugby Football Union looked in various directions before the bank came to their rescue. It all emphasized the point made by Martin Green, England's coach, when he said: "We have to think carefully about the facilities available for rugby in England."

"We need a training headquarters for the national rugby side. I am not criticizing the tremendous effort made by the RFU to get us facilities but we have to come to terms with the fact that this may happen again." He agreed that Twickenham would be the obvious place which suggests that under-surface heating at the national ground is the answer. Of the four home unions only Scotland possess such heating which has saved many a representative game.

Nigel Melville, England's captain, added his weight to the suggestion: "It is hard to believe that you come down for an international and you don't know where you are training the next day." The England team management had decided to spend some of their training time indoors before they discovered that the Bank's ground was adequate for most purposes, even though the players found difficulty getting any support.

The players' day began with a long team meeting discussing the 27-point disaster at Murrayfield and the approach against Ireland with different personnel. Green said the confidence of the players had recovered: "They are very determined because they are sick to death of what they have read and heard these last 10 days and want to put it right."

"Once you have been beaten like that you want to bounce back straight away," Melville said. "It's been frustrating that hardly any of us have been able to play since then because of the weather. You must also remember we had a good game against Wales and we want to put ourselves back on the right track. Many things happened against Scotland that were out of character."

Much of England's work devolved around their reorganized back row. The indications were that Rice would play at the tail of the line-out with Winterbottom standing at five, and that Richards would be a moveable feast in the same way that England used their jumpers against Wales.

The Irish trained in Dublin before flying over yesterday. Club games there have not been so severely affected by the weather though six of the side were unable to play last weekend. Sadly this week Victor Pike, the former Bishop of Sherborne who played four times against England and 13 times for Ireland in all between 1931 and 1934 as a hooker died at his home in Salisbury. He was 78.

Schoolboy hopefuls ready to try again

By Michael Stevenson

The sharpest spell of weather for 20 years continues to take its toll. Predictably, the England Schools trials at both 18 and 16 group level could not be held last weekend and must be at risk this weekend when it is hoped that Midlands will meet North at Nottingham High School and South and South West will face South East at the National Westminster Bank Ground, Beckenham.

Both 16 group regional trials are due to be played, weather permitting, at Srensal Barracks this weekend and the final trial, it is hoped, will be next weekend. Tomorrow, at Srensal, South East play South West and on Sunday Midlands meet North. Fettes enjoyed a wonderful season. They won 13 of their matches, drew two and lost two, scoring 215 points to 69 conceded. The two defeats were against Merichton (3-4) and Glasgow Academy (11-16) in the final minute of injury time. Chris Hodgson, in his third year in the side, captained capably and was rewarded with the captaincy of the President's XV, though the only full representative honour to be won was by Alistair Pinfield, who played for Scottish Schools at lock

against both the Australian tourists and French Schools. Geoff Blair, the master-in-charge, writes: "We thought our scrummaging would be a weak area but it turned out to be quite a strength. We have been flinging the ball around in refreshing style and the support play of the back row and the backs has been very effective."

Fettes play in a tough circuit and their record is the more praiseworthy if one registers the fact that not one of the following five rugby schools scored a point against them during the past season: Glenalmond, Strathallan, Loretto, Heriot's, Stewart's-Melville, Watson's and Glasgow Academy.

Woodhouse Grove's swansong, a taxing fixture against powerful Bradford GS, fell victim to the weather last weekend, leaving them with the enviable record of played 16, won 13, drawn two, lost one, scoring 323 points and conceding 112. Woodhouse Grove have been invited to the Preston Festival for the first time and two days later will be hosting and playing against St Michael's College from British Columbia. Plans are already underway to send a party of 26 boys and four staff to Zimbabwe in July 1987.



Twickenham this week has been a far cry from the pristine playing surface admired by the 62,000 who attend international matches there and the millions who follow England's fortunes on television (David Hands writes). Heavy duty black covers protect the lush but cold green face against the bitter weather.

The Rugby Football

Union's battle to stage tomorrow's game against Ireland continued yesterday. Air Commodore Bob Weighill, the RFU secretary, said: "We have another 36 hours and we are keeping the hot air blowers going. The playing surface will be inspected at midday today by the presidents, coaches and captains of the two countries and it is hoped that a definite announcement can be made then on whether the game will go ahead."

The worst-affected parts of the pitch yesterday were the in-goal areas which do not receive the same concentrated attention as the rest of the pitch. The difficulty is in ensuring that the ground remains free of frost despite the bitter east wind which has blown all week. With the covers on and blowers in position below them, the ground resembles some dark swamp with huge billowing air bubbles here and there, which, I suppose, is what it was before the RFU bought it 76 years ago and turned it into their headquarters.

Photograph: John Voos.

Wales need to adapt to new Scots keep warm on the blanket

By Gerald Davies

Wales, like the other home countries, are aware of the changing pattern which, with a sudden thud at the back of the neck, has caught up with them this year and demands that the pack be mobile. Each style or method has its moment; such things are changeable. The art is to notice the likely change coming before it staves you in the face and pushes you in the nose. Australia did us that service a year ago.

The ruling set-piece may be out of fashion, and no doubt will some day return, but the time is ripe for athletic forwards, with Scotland perhaps hinting at the way: not simply in the movement of their back-row forwards, and the rest of them as well, to the point of breakdown but, in winning the ball, to distribute it into space rather than aim negatively to commit the opposing player so as to take him out of the game.

Wales are absorbing this lesson; but there is another one which is less familiar. They know from the past what it is like to have a roaming and dominating set of back-row forwards; less a part of their experience is to know what it is like to have a scrum half of Robert Jones's calibre. Not that he is, by a long chalk yet, anywhere near his predecessors; but he is radically different from them. It is a new set of circumstances to which Wales need to adapt their tactics and style of play.

There have been few of his kind around, fewer still who have worn the red jersey, or have come anywhere near to being capped; and if they have, they have not been allowed to stay around for long. Unlike the other three countries, Wales traditionally have enjoyed and often preferred a powerfully domineering personality at scrum half. Certainly it is the case in the last 30 years.

Onllwyn Brace was a man of quicksilver brilliance and flair for invention, too much of which aroused such suspicion as to be apologetically excused or branded "unorthodox". Ahead of his time, others said, mystifyingly. Does the time never come for such a player? He had only one farcical appearance for Wales in a potential of six, in which he made occasional appearances between 1956 and 1961.

Lloyd Williams, of Cardiff, labelled a ninth forward, was favoured with the more consistent selection. Powerful he was and protective of his stand-off half, who was in those days the direct firing line and easy prey for wing forwards who had a licence to destroy their puny opposition. He shouldered a good deal of the burden as, in a different way, did Clive Rowlands, who was to follow in the early sixties.

By sheer force of personality as much as his skill he determined the tactics. Although there were other undoubted gifts which he possessed, he will ever be known for his preference for the direct, or Nordic, change in the laws after forcing 111 lineouts in a match at Murrayfield.

Alan Lewis, of Aberllyry, was a quick passer of the ball but he had only one full season; Billy Hulin had only one cap and was very much in the brace mode. There followed the long Edwardian march through the seventies, upon which decade he did so, beating Bodeley on the tour of England in the autumn, and on his form that time looked more than good enough to be among the challengers for the All-England singles.

That chain has now been broken. Robert Jones is smaller than the others, though he is quite stocky where it matters around the thighs and hips; broad shouldered, too. But his stock-in-trade is his swift pass to either side, the quickest of all the others mentioned.

He is not going to bowl over a seemingly steadfast back-row defence as his predecessors did. He seeks a parting of the ways with this Welsh tradition. His influence is more in keeping with the Southern hemisphere; a Catchpole of Australia, or a Lowenridge from New Zealand. He seeks a parting of the ways outside him, he is going to find the best lines to his stand-off.

It is with this that Wales have to come to terms. The old slow ball, particularly from the scrum, will no longer do; to delay is to invite the quick forwards to take over the scrum line; three times the attempted pushover failed. After half-time a quicker heel to Jones set Davies off on a tangent that got the vital try. Not that this could or should happen all the time; but the shift of emphasis that is now required is there for all to see.

With the probable cancellation of all club fixtures this weekend, the Scottish Rugby Union have decided to make use of the undersoil heating at Murrayfield to stage a game between South of Scotland and Scottish Districts. South, who field an all-international side, including seven of this year's team, bring back the centres, Murray and Robertson, after injury and include Baird and Tullock.

Tomies will want to prove a point from the lock position, as will Faxon, who is restored to No. 8. The underrated White, the Gala flanker, will welcome his first game for seven weeks.

Scottish Districts have only one uncapped player in Chris Gray, the Anglo-Scottish lock. He teams up with Campbell-Lamerton, who won his only cap against France in the first international of this season. The back row consists of the Calder twins, Jim and Finlay, who have Beattie in at No. 8. Behind the scrum the Hastings brothers, Johnston and Duncan, who are all in the Scotland side, are joined by Munro on the left wing, with Wylie and Hunter at half back.

NORDIC SKIING

By Michael Coleman

New style will be a drawback for Britain

All the races in the Lowland championships being held outside Oslo this week are in the new skating style, and none of them in the classical, or Nordic, style, to the disappointment of the British.

"We are probably the only team here capable of racing at both styles," Patrick Winterston, one of the team, said. "The others seem to have been concentrating solely on skating technique in training, whereas we are still doing both. If the races were held as they must be now in World Cup events, then we'd be getting more medals."

So far, the British medal tally has been a bronze for the men's 4 x 10 kilometre relay and a silver gained by the women in their relay. The racing continues today with the men's 30km in which the British hope to take revenge on the French who have swept up all the gold medals so far.

The skating, or Siltonen style, has taken cross country Taylor, of New Zealand, whose Farr-design maxi, NZI Enterprise, was dismissed last week. Now back in New Zealand, Taylor finally retired from the race yesterday. He admitted that it was too late to get a spare mast fitted to the yacht in time for it to reach Uruguay for the last stage of the race back to Portsmouth, starting from Punta del Este on April 3.

YACHTING

By Barry Pickthall

French ride the storm

Despite the damage to her mast reported yesterday, the 53R French yacht L'Esprit d'Equipe is maintaining her handiicap lead over the Whitbread Round the World race fleet. The leading maxi, UBS Switzerland, is within 1,000 miles of Cape Horn.

The French yacht held her 60-mile advantage over Phillips Innovator, the overall handicap leader, to suggest that Lionel Pean and his crew have patched up the crack that appeared in her mast section.

Less fortunate was Digby Taylor, of New Zealand, whose Farr-design maxi, NZI Enterprise, was dismissed last week. Now back in New Zealand, Taylor finally retired from the race yesterday. He admitted that it was too late to get a spare mast fitted to the yacht in time for it to reach Uruguay for the last stage of the race back to Portsmouth, starting from Punta del Este on April 3.

LEADING POSITIONS: 1, UBS Switzerland; 2, Cote d'Or (Belg); 3, Drom (UK); 4, Atlantic Princess (US); 5, Lion (NZ). Leaders on handicap: 1, L'Esprit d'Equipe (Fr); 2, Raccom Teister (Belg); 3, Profiel Invincible (Ned); 4, Equity and Law (Ned); 5, Pazar (Finland).

Spare parts can be copied

British Leyland Motor Corporation Ltd and Another v Armstrong Patents Co Ltd and Another. Before Lord Scarman, Lord Edmund-Davies, Lord Bridge of Harwich, Lord Templeman and Lord Griffiths. [Speeches held February 27].

The indirect copying of a purely functional object which did not embody a new invention, nor was of registrable design because it had no "eye appeal", was nevertheless capable of being a breach of the copyright in the mechanical drawing of the object if it was apparent to a non-expert that the object was a copy of the drawing.

However, the manufacturer of an article such as a motor vehicle or other consumer durable could not by the exercise of copyright preclude the user of the article from access to a free market for spares necessary to maintain it in good working order.

The House of Lords so held, allowing an appeal by the defendants, Armstrong Patents Co Ltd and Armstrong Equipment Ltd from a decision dated June 21, 1984 of the Court of Appeal (Lord Justice Waller, Lord Justice Oliver and Lord Justice Fox) (The Times July 2, 1984) upholding a judgment of Mr Justice Foster who on March 30, 1982 found in favour of the plaintiffs, British Leyland Motor Corporation Ltd and BL Cars Ltd on the issues of ownership, existence and infringement of copyrights relating to exhaust systems in motor cars manufactured by BL and a consequential order dated July 19, 1982 of Mr Justice Foster that Armstrong be restrained from infringing the copyright in BL's mechanical drawings of exhaust systems.

Mr Alan Tyrrell, QC, Mr A.J.D. Wilson and Mr Michael Hicks for Armstrong; Mr Roger Henderson, QC, Mr Hugh Laddie and Mr Andrew Waugh for BL. Lord Scarman, Lord Edmund-Davies and Lord Bridge of Harwich delivered speeches concurring with Lord Templeman.

LORD TEMPLEMAN said that the appeal was the culmination of a dispute over the right to reproduce component parts required for the repair of a motor vehicle. A car had an expectation of life of some 15 years subject to determination by careful driving, and was a collection of hundreds of components all of which had to fit together. From the time the car was driven out of the factory gates until it was consigned to the scrapheap, there was a risk that it would be immobilised by the failure of a vital component part as a result of accident or wear and tear.

BL manufactured the Marina car, the component parts of which included two lengths of exhaust pipe. Exhaust pipes needed replacement at intervals which varied from six months to two years. Armstrong manufactured replacement exhaust pipes for the Marina by copying the shape and dimensions of the original. BL claimed that the tentacles of copyright had now reached out to prevent Armstrong from manufacturing exhaust pipes for the Marina unless Armstrong paid such royalty as BL thought fit to require.

Armstrong declined to pay a royalty and BL obtained an injunction which effectively prevented Armstrong from manufacturing replacement exhaust pipes for the Marina. If that injunction was rightly granted, BL obtained an injunction which effectively prevented Armstrong from manufacturing replacement exhaust pipes for the Marina. BL claimed that the tentacles of copyright had now reached out to prevent Armstrong from manufacturing exhaust pipes for the Marina unless Armstrong paid such royalty as BL thought fit to require.

The market for replacement parts for BL cars alone exceeded £800 million a year. In the course of designing the Marina and for the purpose of transmitting instructions for the production of the Marina, BL employed draughtsmen who made engineering drawings from instructions given to them by the design engineers and showing the shape and configuration of each part of the Marina. Those included recognisable drawings of each of BL's exhaust pipes by plan, elevation and section and conveyed in figures and words the precise angles and dimensions and description necessary to enable the exhaust pipe to be manufactured and produced in conformity with the shape of the underside of the Marina. Armstrong had never seen BL's engineering drawings and did not copy them directly but had taken a BL exhaust pipe and copied it so that the replacement would also fit the shape of the underside of the car. Armstrong's exhaust pipe was a direct copy of BL's exhaust pipe and an indirect copy of BL's engineering drawings. BL's claim to an injunction stemmed from section 3 of the Copyright Act 1956 which provided that "artistic work" meant, inter alia, a drawing irrespective of artistic quality and that copyright subsisted in "every original artistic work". BL's engineering drawings were original in so far as the draughtsmen used their own skill and labour in carrying out the instructions of the design engineers and depicted the exhaust pipes incorporated in the design of the Marina. Copyright in an original artistic work included the exclusive right of "reproducing the work in any material form" and was infringed by "any person who, not being the owner of the copyright, and without the licence of the owner" reproduced the work in any material form. "Reproduction" in the case of an artistic work was defined by section 48(1) of the 1956 Act as including "a version produced by converting the work into a three-dimensional form".

SKIING

Another win for Stenmark

Hemsedal, Norway (AP) - The Swedish skier Stenmark produced two steady giant slalom runs yesterday to win a record 82nd World Cup victory. It was also the 44th giant slalom triumph in Stenmark's 13-year World Cup career.

Stenmark had runs of 1:09.55 and 1:16.53, to beat Hans Stuffer of West Germany by 28 of a second to win in 2:26.04. Stenmark, aged 29, the greatest giant slalom racer of all time, led Pirmin Zurbriggen of Switzerland by 13 of a second after the first run on the Sahlgren track. But in the second run, Zurbriggen lost his balance midway through, then straddled a gate and was disqualified.

Zurbriggen's misfortune opened the door for Stuffer, who finished in 2:26.32 after runs of 1:09.95 and 1:16.37. Hubert Stroh of Austria, who was third in 2:26.67, retained his lead in the World Cup giant slalom standings. Stroh has scored in all five races, finishing second twice and third three times. Marc Girardelli, of Luxembourg was fourth in 2:26.70. Fifth place was taken by Joel Petrovic of Yugoslavia who was sixth.

BADMINTON

Draw backfires on England

Despite criticism of the draw held in secret, the All-England Championships, sponsored by Yonex, could hardly have been a better last night of the other two. They have even better reason to feel differently now. It is almost as if those making the draw - apparently made private to keep fresh-faced away - felt that they had to provide proof of their total and utter incorruptibility.

For instance Helen Troke, the no. 3 seed, who will probably never have a better chance at holding the All-England to the European, Commonwealth and English national titles she already has, has landed right in the part of the draw she wanted to avoid, that containing the only well-known Chinese player allowed to come, Qian Ping, last year's German open champion. Troke has never beaten her; with the top-seeded Kirsten Larsen, of Denmark, she has roughly a 50-50 record.

England's other no. 1, Steve Baddeley, who is seeded second, has a challenge at the age of 31 for two doubles titles. She and Billy Gilliland, of Scotland, are favourites to retain the mixed doubles but have a probable quarter-final with their compatriots and predecessors as champions, Martin Dew and Gillian Gilks; Perry and Troke are expected to play a women's doubles quarter-final with Nettie Nielsen and Dorte Kjaer, the top seeds in the European championships.

SKIING

Draw backfires on England

Despite criticism of the draw held in secret, the All-England Championships, sponsored by Yonex, could hardly have been a better last night of the other two. They have even better reason to feel differently now. It is almost as if those making the draw - apparently made private to keep fresh-faced away - felt that they had to provide proof of their total and utter incorruptibility.

For instance Helen Troke, the no. 3 seed, who will probably never have a better chance at holding the All-England to the European, Commonwealth and English national titles she already has, has landed right in the part of the draw she wanted to avoid, that containing the only well-known Chinese player allowed to come, Qian Ping, last year's German open champion. Troke has never beaten her; with the top-seeded Kirsten Larsen, of Denmark, she has roughly a 50-50 record.

England's other no. 1, Steve Baddeley, who is seeded second, has a challenge at the age of 31 for two doubles titles. She and Billy Gilliland, of Scotland, are favourites to retain the mixed doubles but have a probable quarter-final with their compatriots and predecessors as champions, Martin Dew and Gillian Gilks; Perry and Troke are expected to play a women's doubles quarter-final with Nettie Nielsen and Dorte Kjaer, the top seeds in the European championships.

SKIING

Draw backfires on England

Despite criticism of the draw held in secret, the All-England Championships, sponsored by Yonex, could hardly have been a better last night of the other two. They have even better reason to feel differently now. It is almost as if those making the draw - apparently made private to keep fresh-faced away - felt that they had to provide proof of their total and utter incorruptibility.

For instance Helen Troke, the no. 3 seed, who will probably never have a better chance at holding the All-England to the European, Commonwealth and English national titles she already has, has landed right in the part of the draw she wanted to avoid, that containing the only well-known Chinese player allowed to come, Qian Ping, last year's German open champion. Troke has never beaten her; with the top-seeded Kirsten Larsen, of Denmark, she has roughly a 50-50 record.

England's other no. 1, Steve Baddeley, who is seeded second, has a challenge at the age of 31 for two doubles titles. She and Billy Gilliland, of Scotland, are favourites to retain the mixed doubles but have a probable quarter-final with their compatriots and predecessors as champions, Martin Dew and Gillian Gilks; Perry and Troke are expected to play a women's doubles quarter-final with Nettie Nielsen and Dorte Kjaer, the top seeds in the European championships.

SKIING

Draw backfires on England

Despite criticism of the draw held in secret, the All-England Championships, sponsored by Yonex, could hardly have been a better last night of the other two. They have even better reason to feel differently now. It is almost as if those making the draw - apparently made private to keep fresh-faced away - felt that they had to provide proof of their total and utter incorruptibility.

For instance Helen Troke, the no. 3 seed, who will probably never have a better chance at holding the All-England to the European, Commonwealth and English national titles she already has, has landed right in the part of the draw she wanted to avoid, that containing the only well-known Chinese player allowed to come, Qian Ping, last year's German open champion. Troke has never beaten her; with the top-seeded Kirsten Larsen, of Denmark, she has roughly a 50-50 record.

England's other no. 1, Steve Baddeley, who is seeded second, has a challenge at the age of 31 for two doubles titles. She and Billy Gilliland, of Scotland, are favourites to retain the mixed doubles but have a probable quarter-final with their compatriots and predecessors as champions, Martin Dew and Gillian Gilks; Perry and Troke are expected to play a women's doubles quarter-final with Nettie Nielsen and Dorte Kjaer, the top seeds in the European championships.

Solicitors: Allen & Overy; Mr R.P.A. Coles, Uxbridge.







